

Figure 1

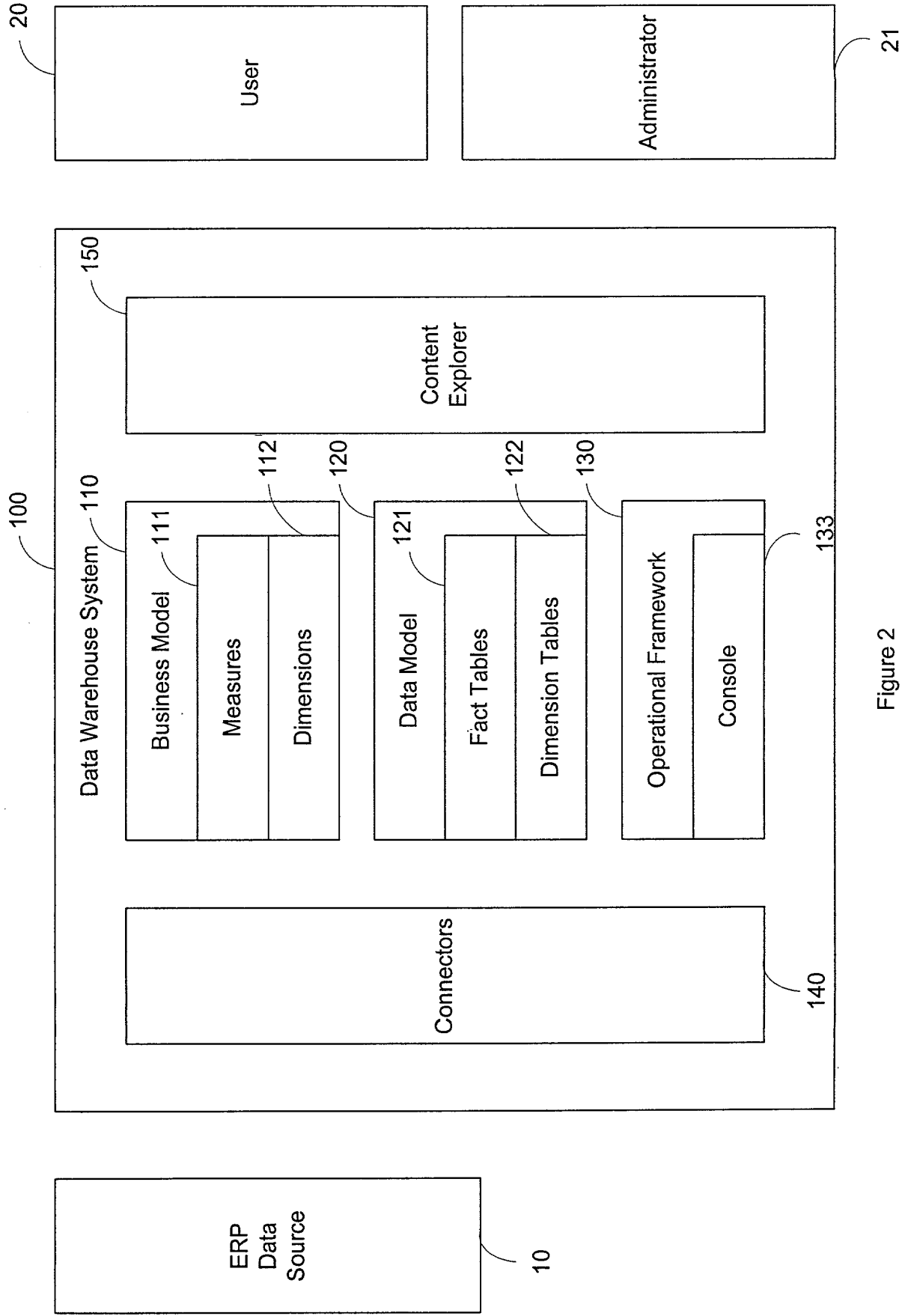


Figure 2

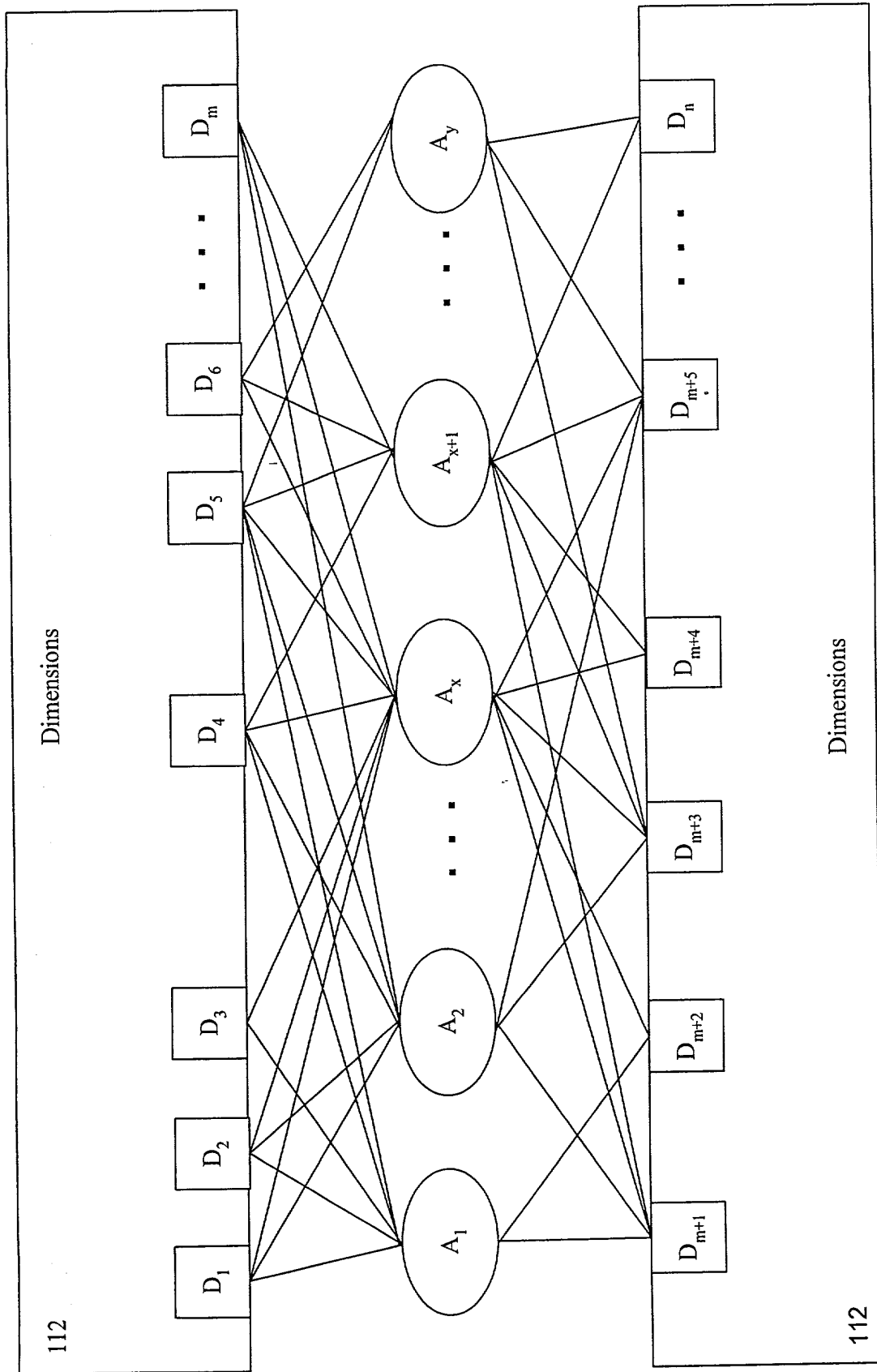


Figure 3



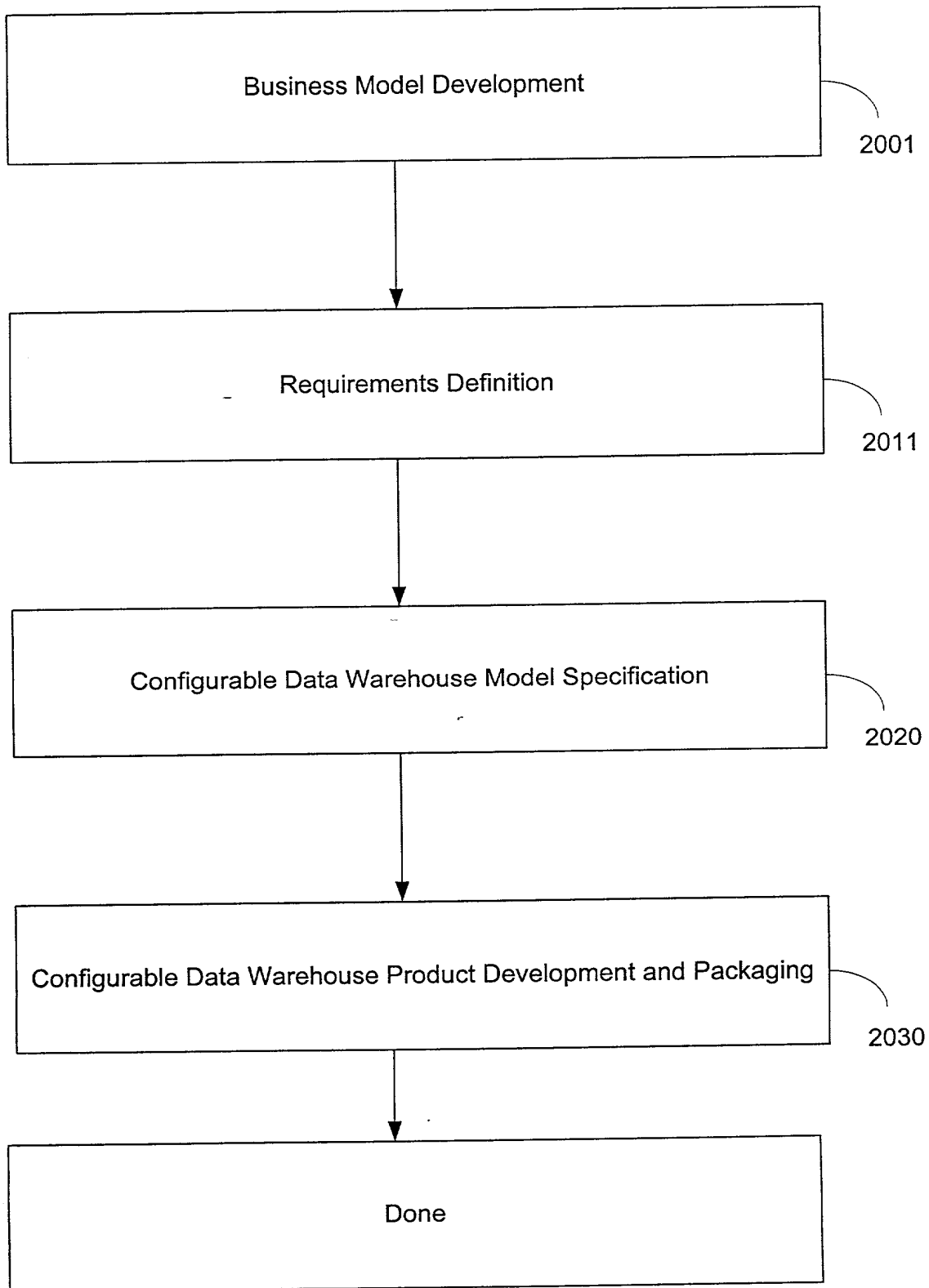


Figure 5A

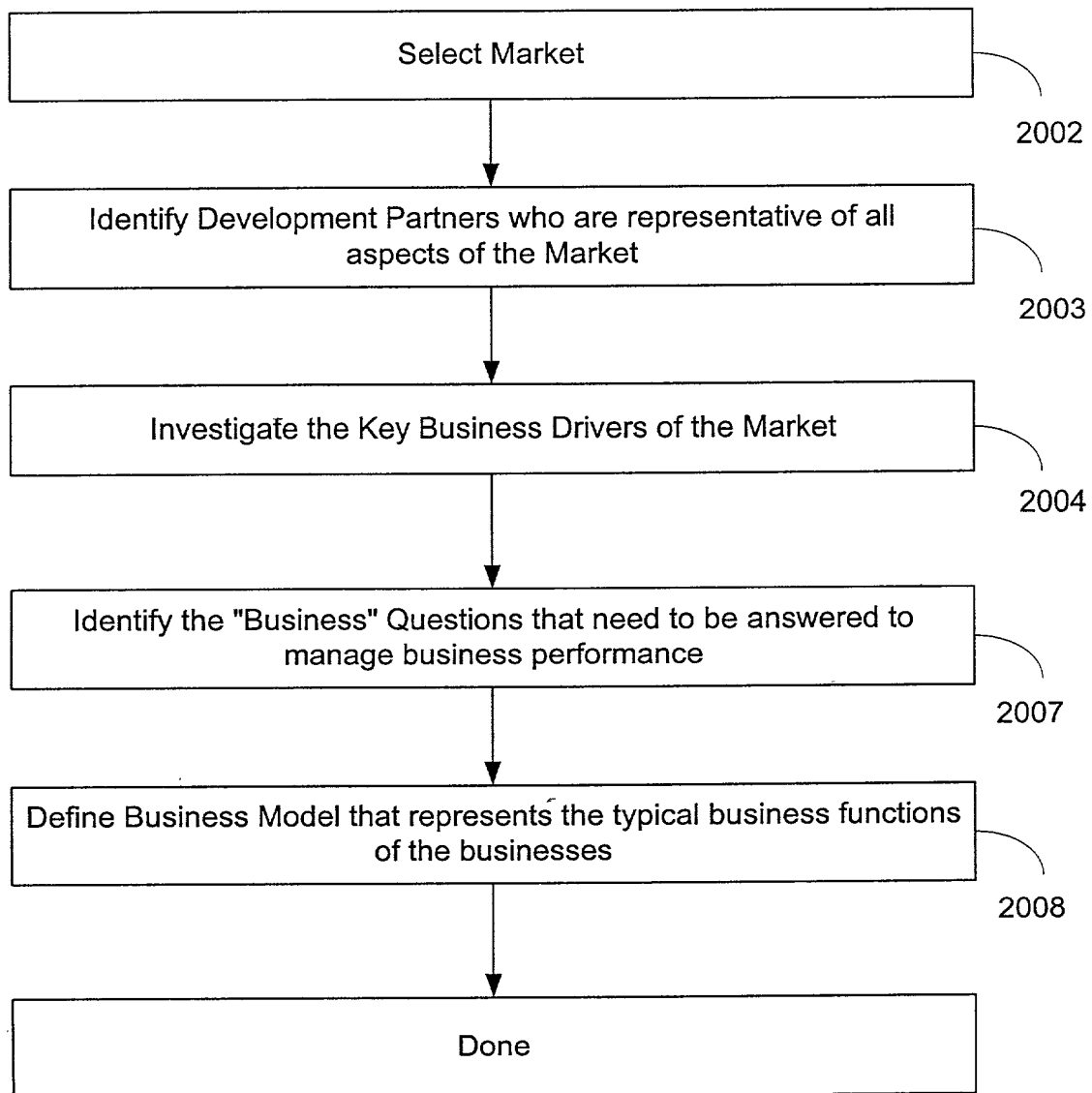


Figure 5B

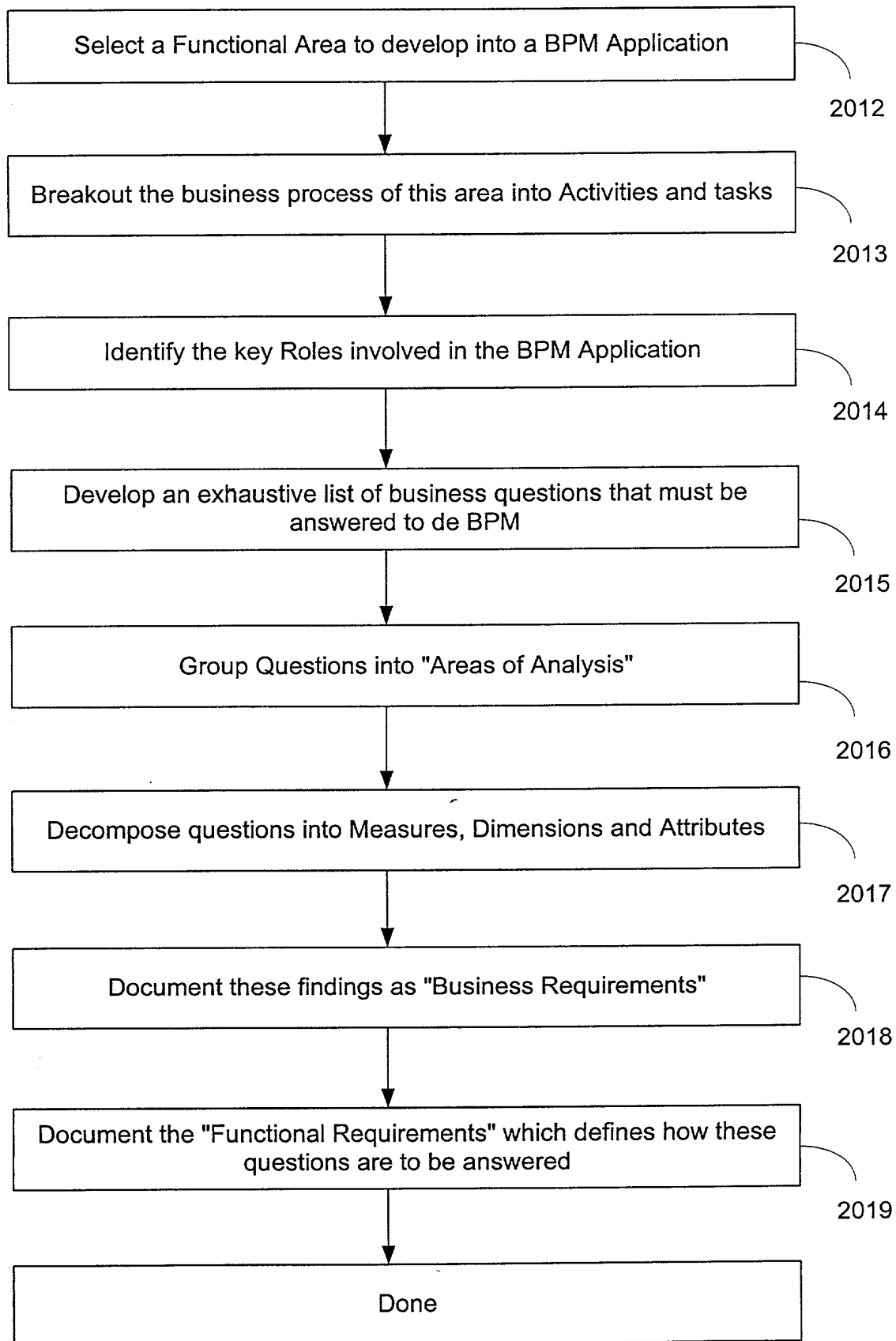


Figure 5C

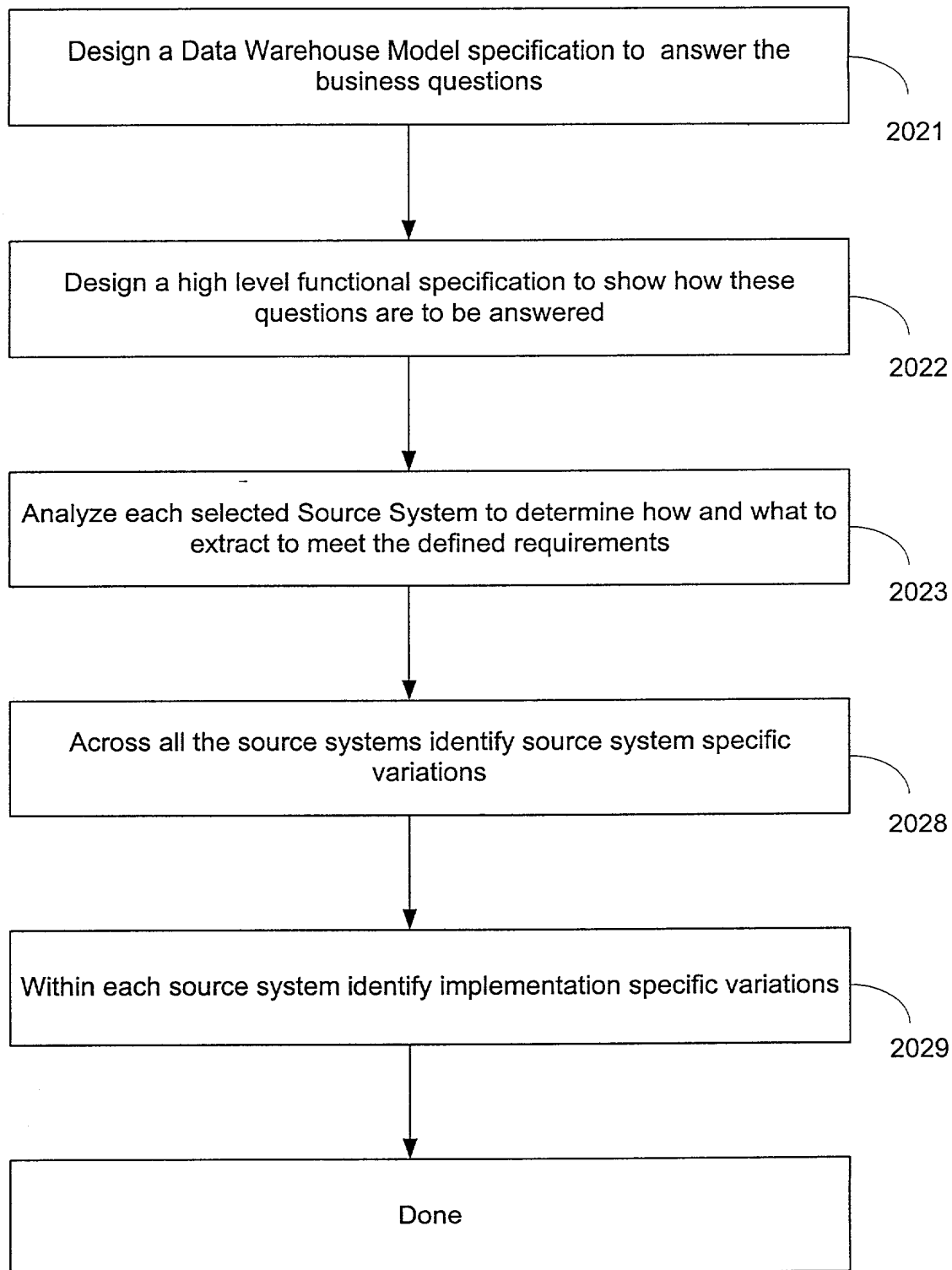


Figure 5D



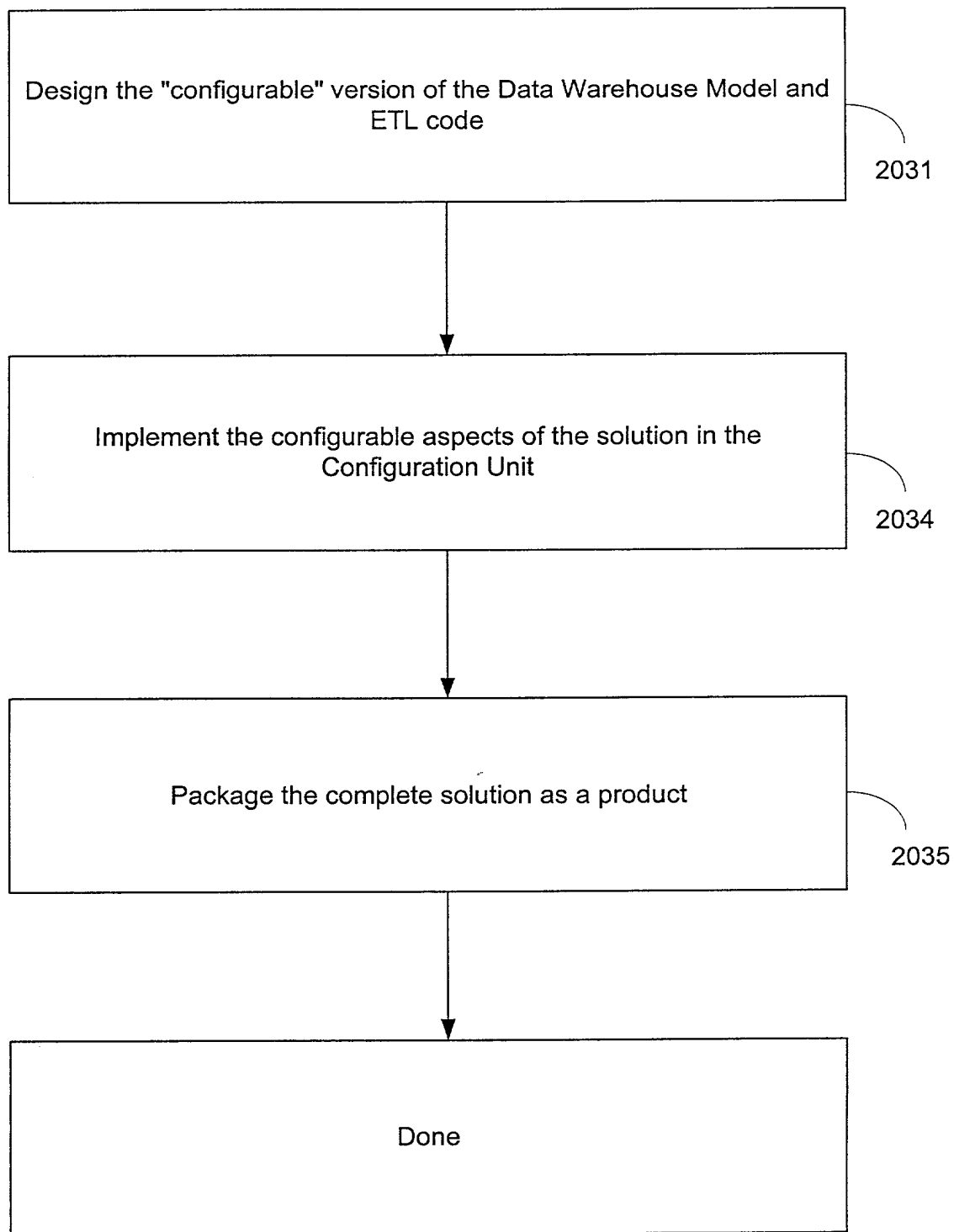


Figure 5E

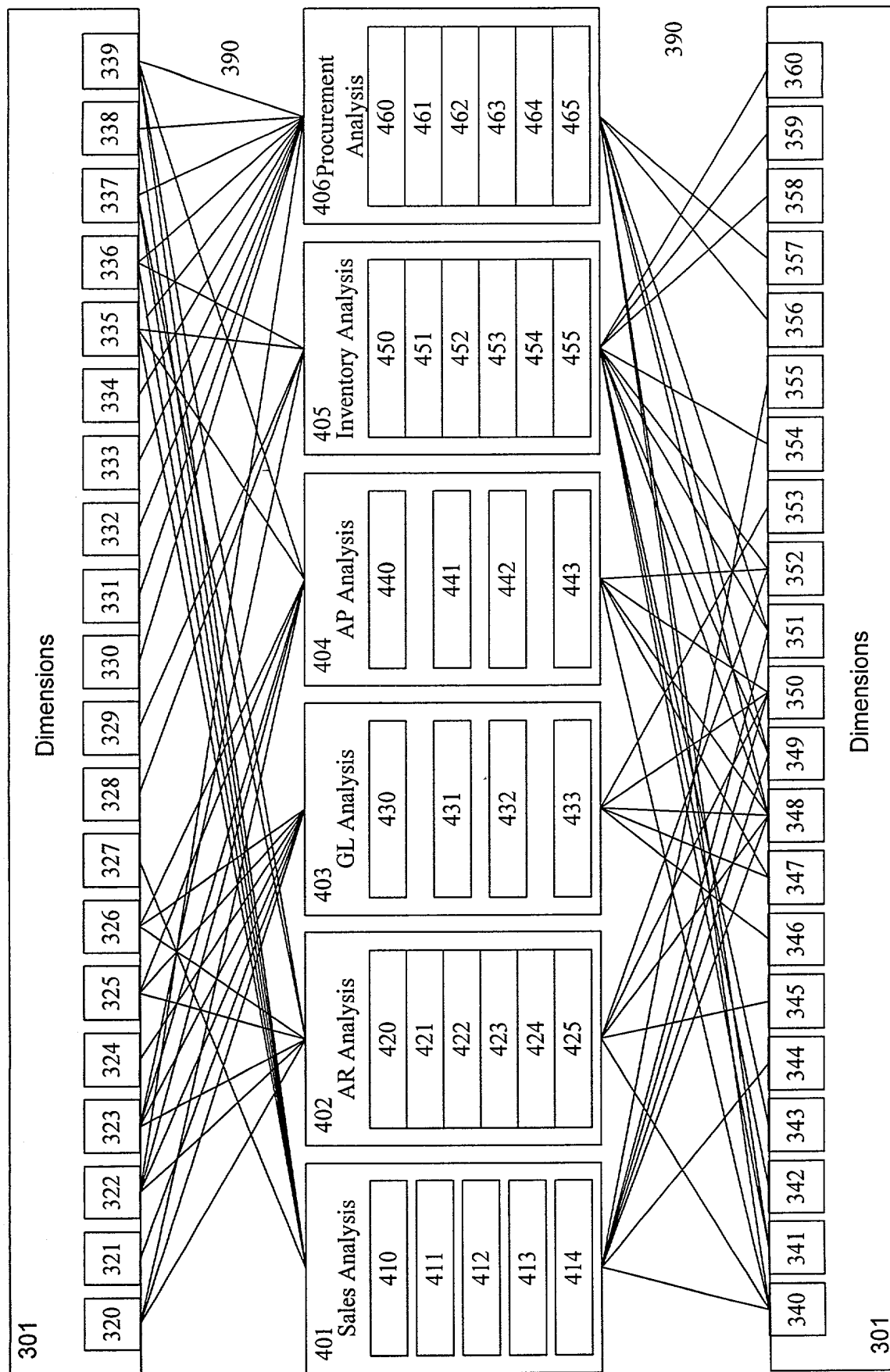


Figure 6

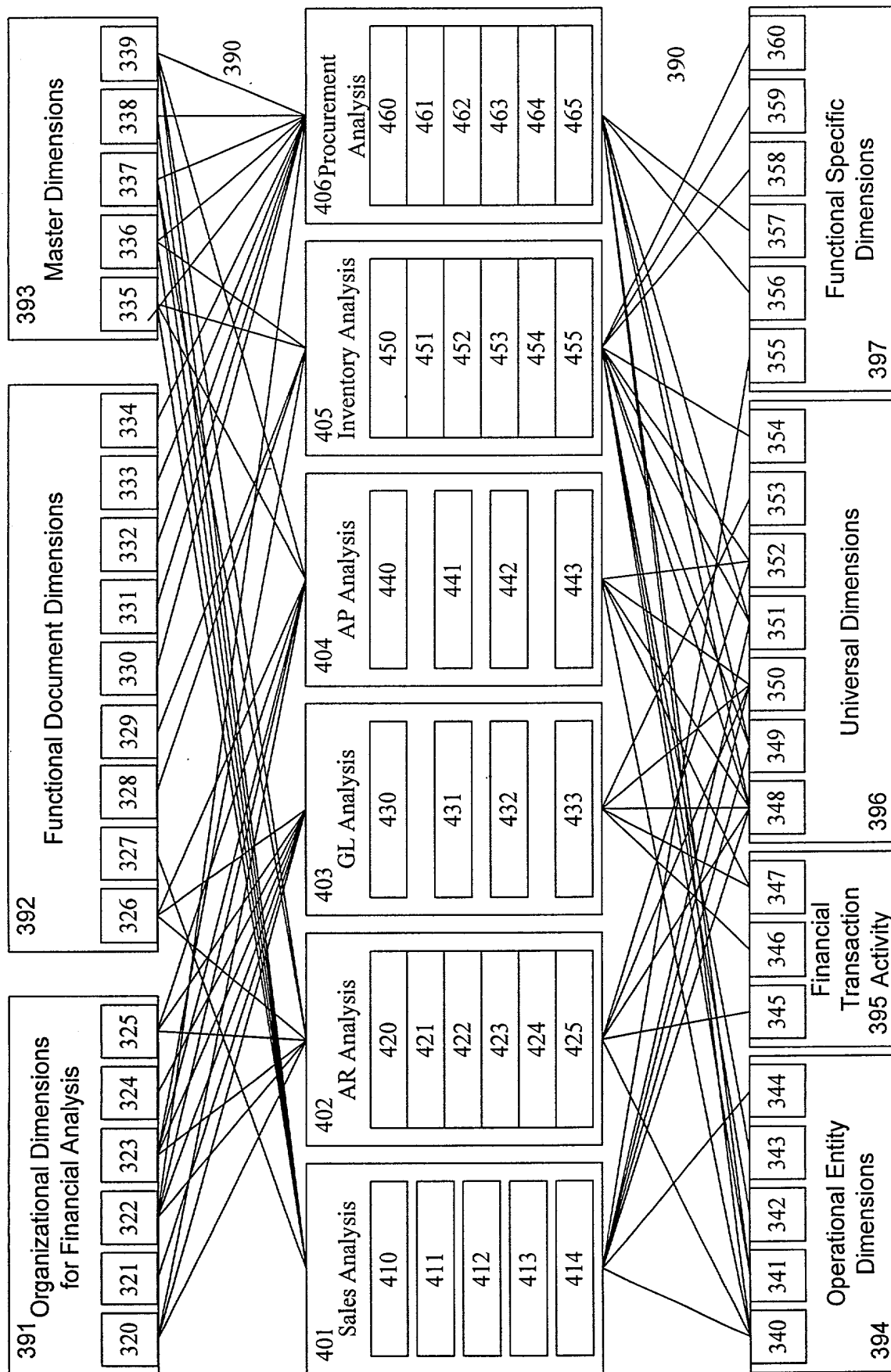


Figure 7

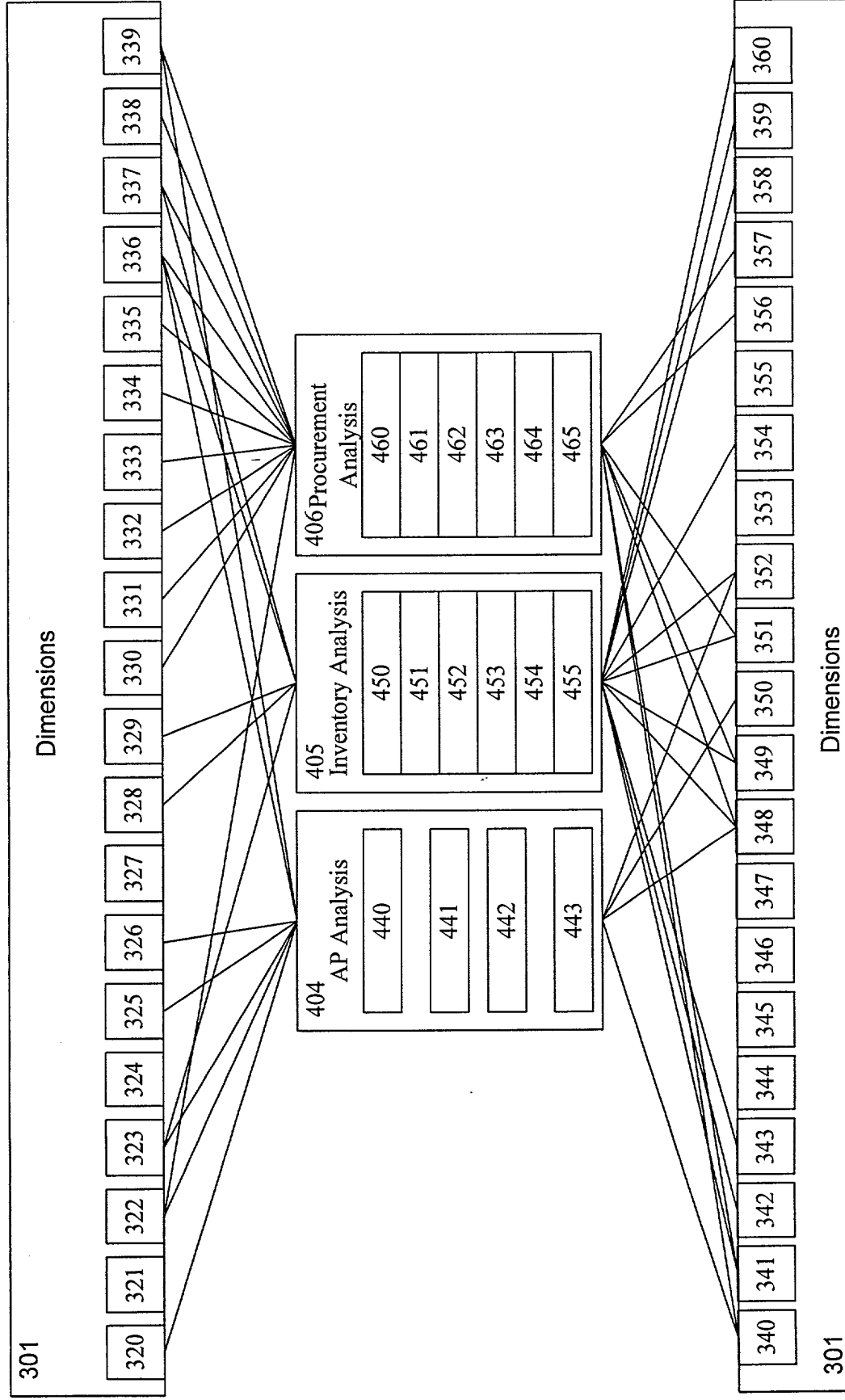


Figure 8

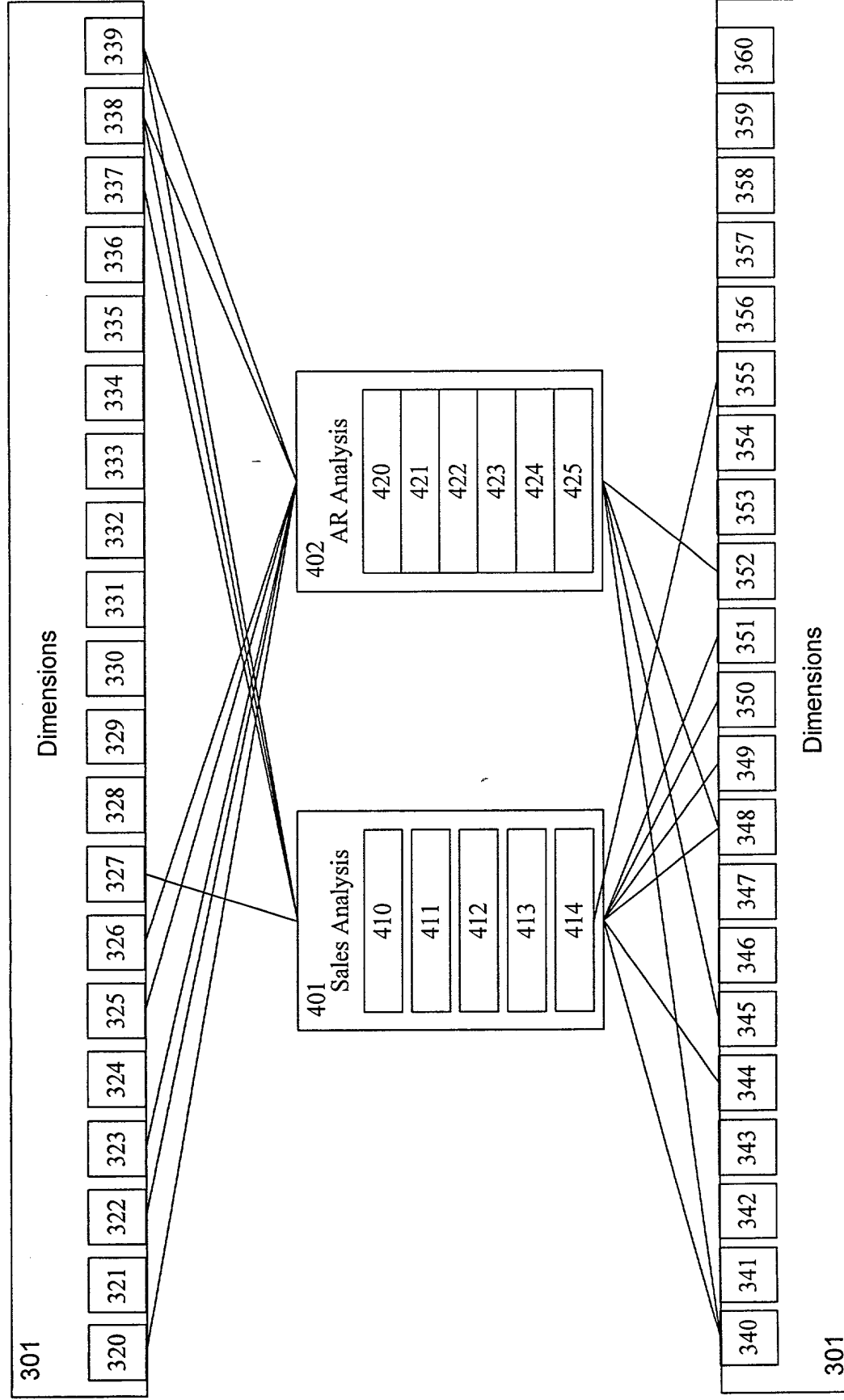


Figure 9

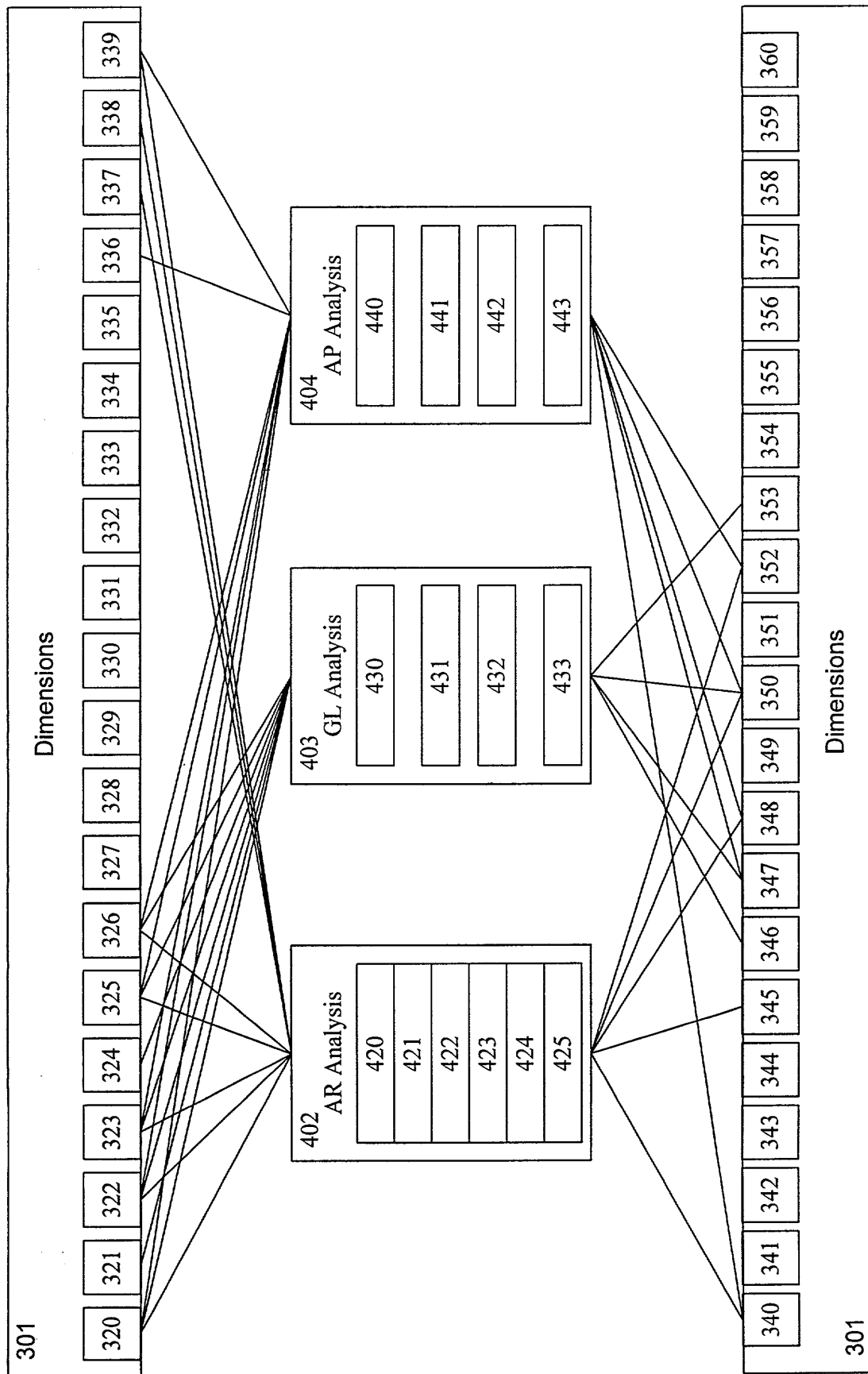


Figure 10

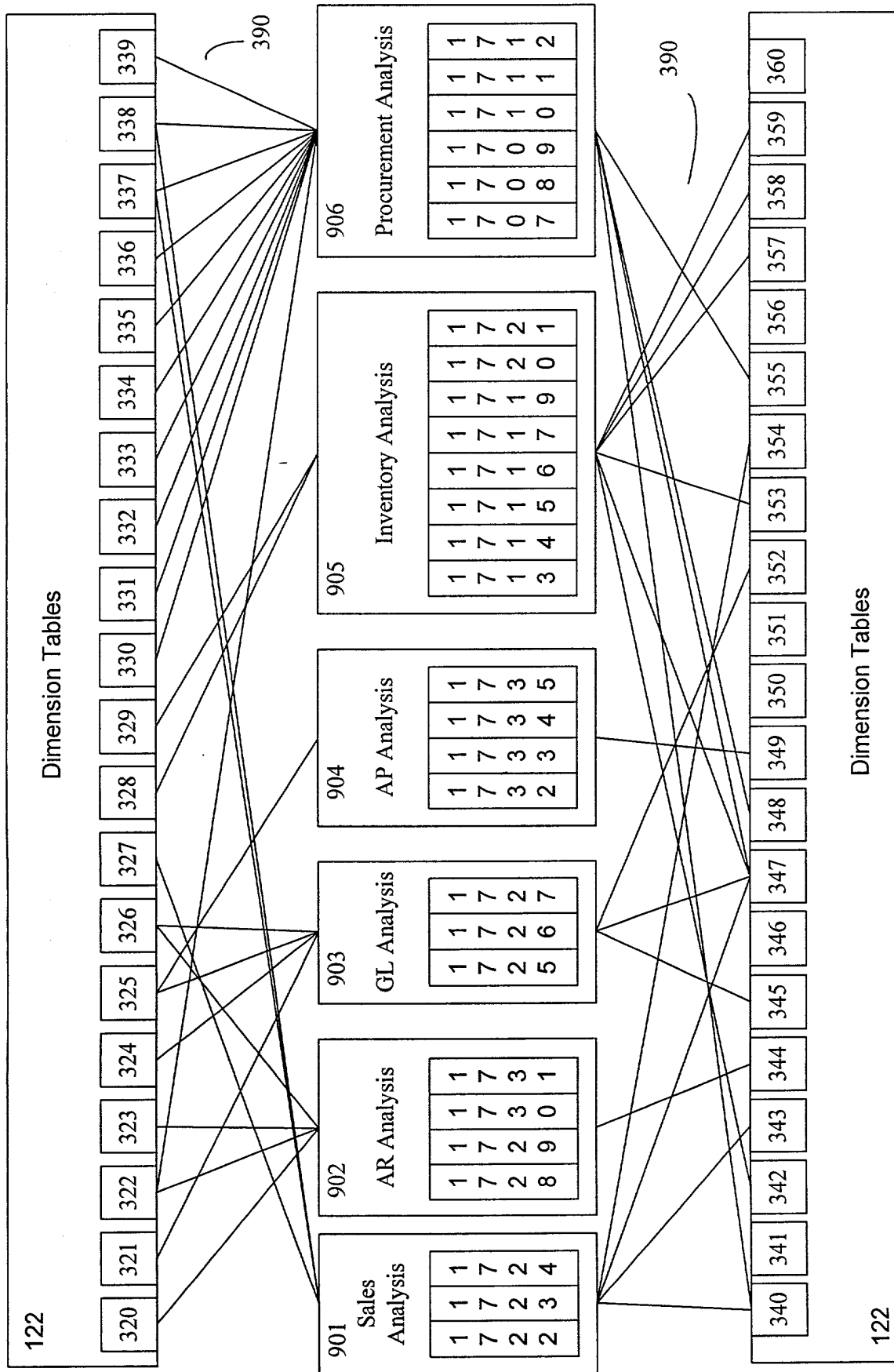


Figure 11

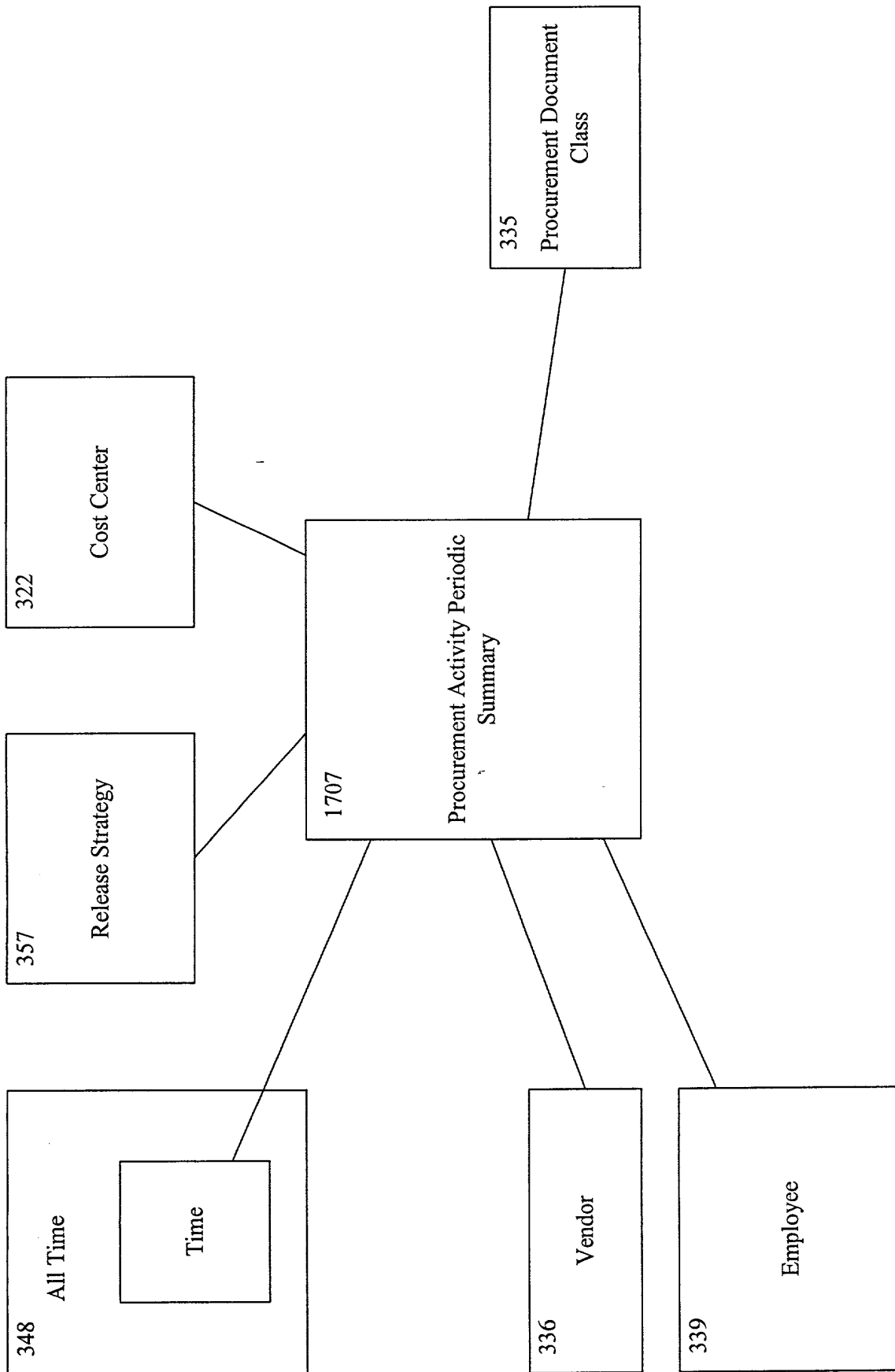


Figure 12A



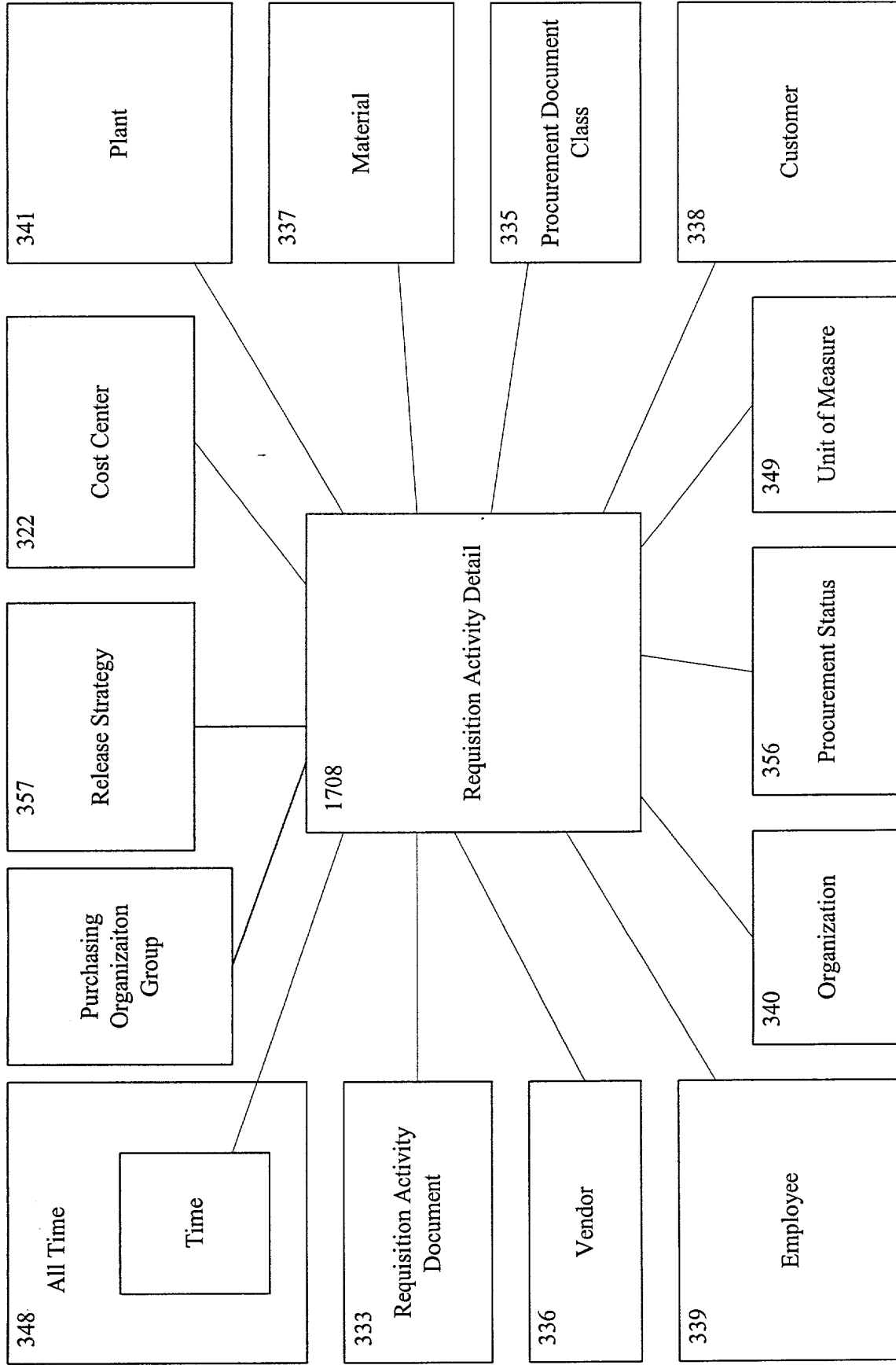


Figure 12B

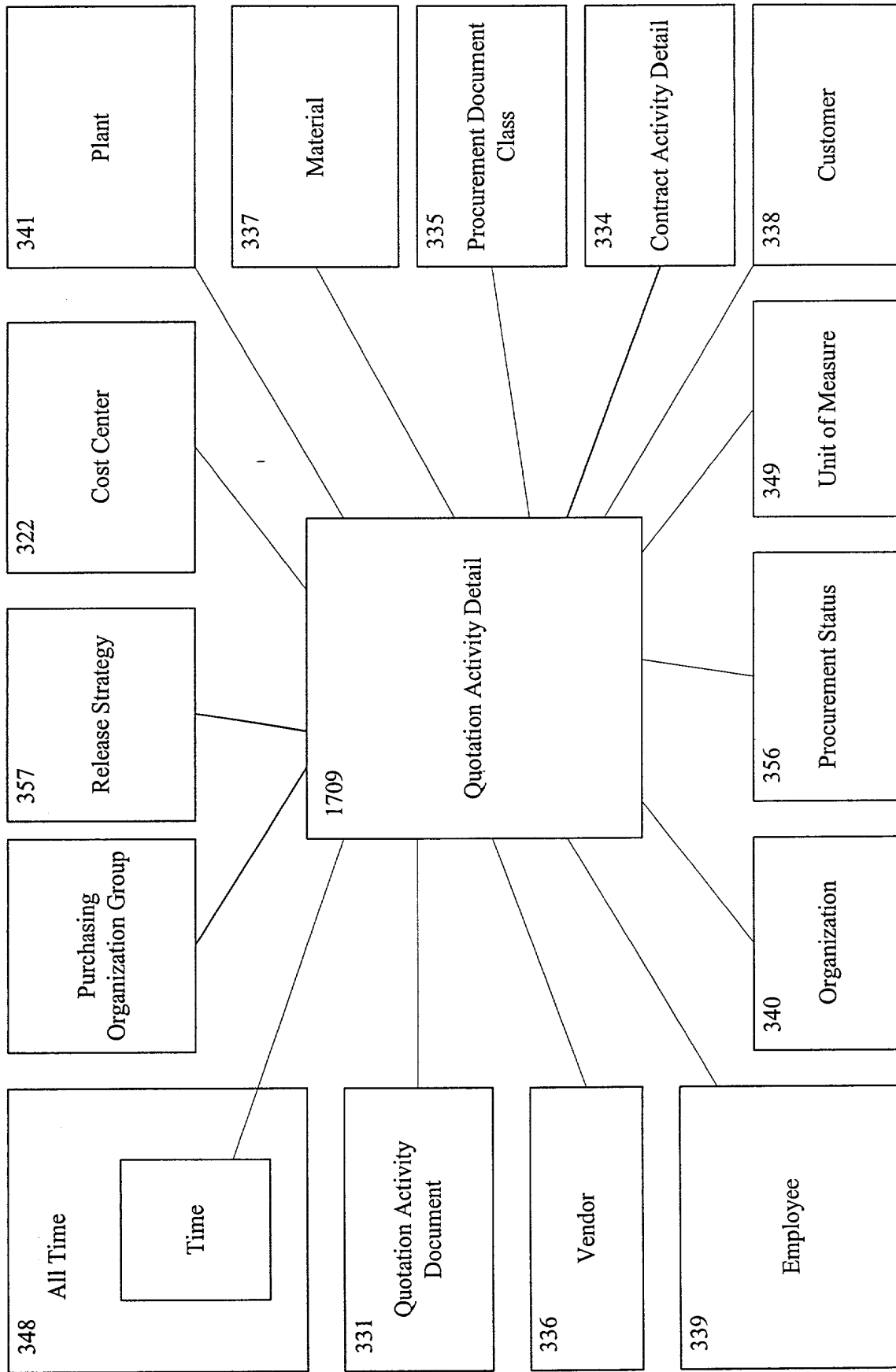


Figure 12C

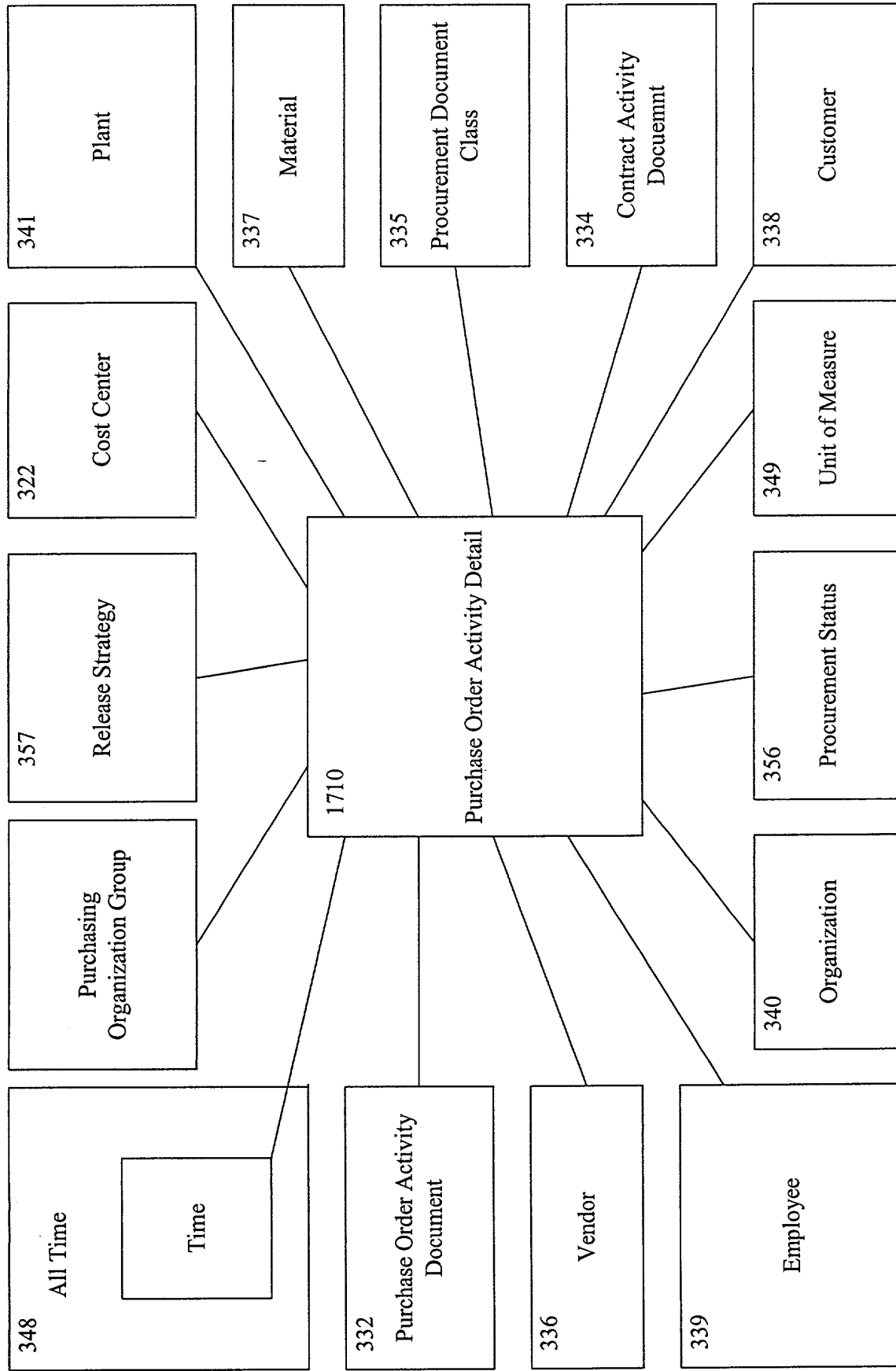


Figure 12D

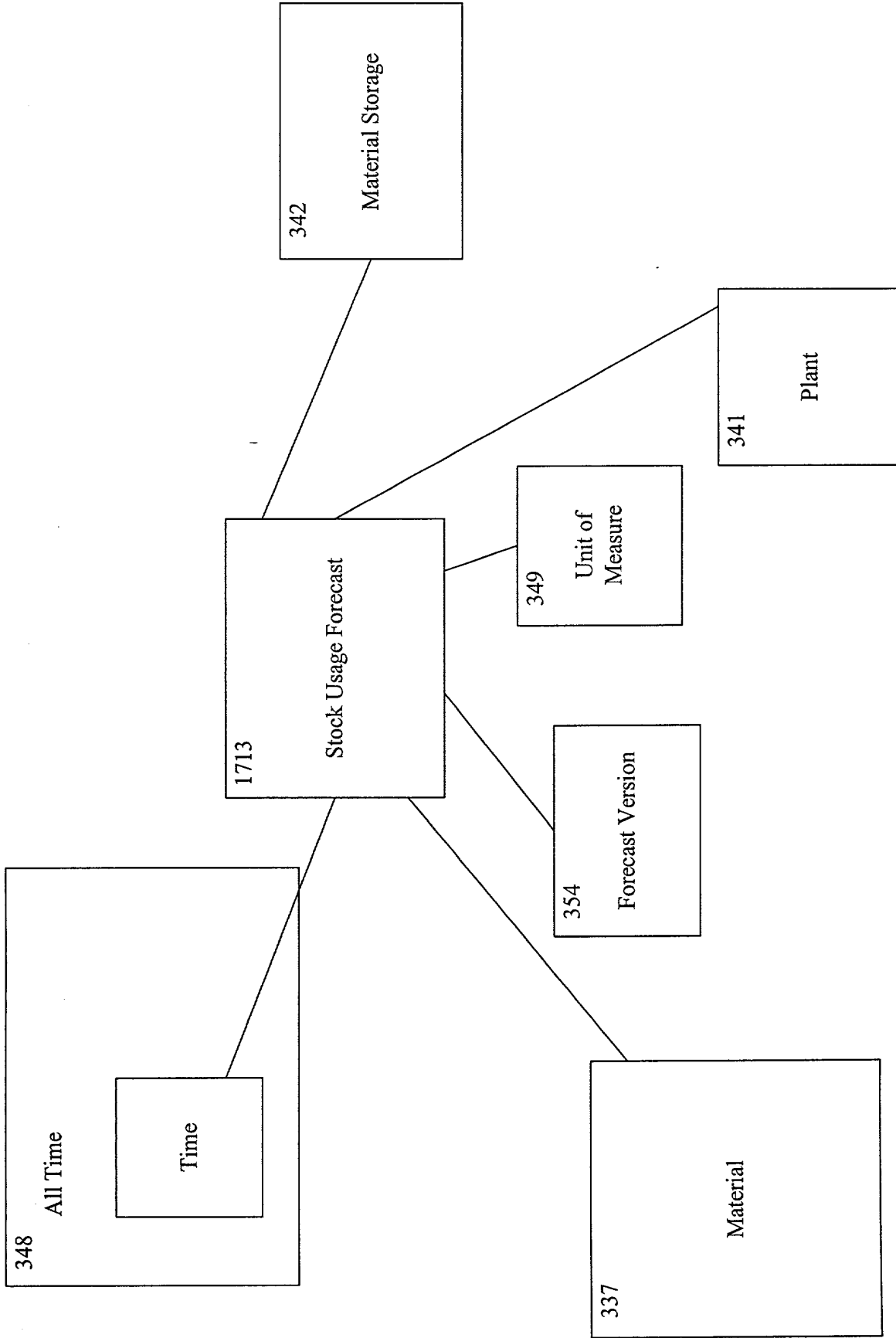


Figure 12G

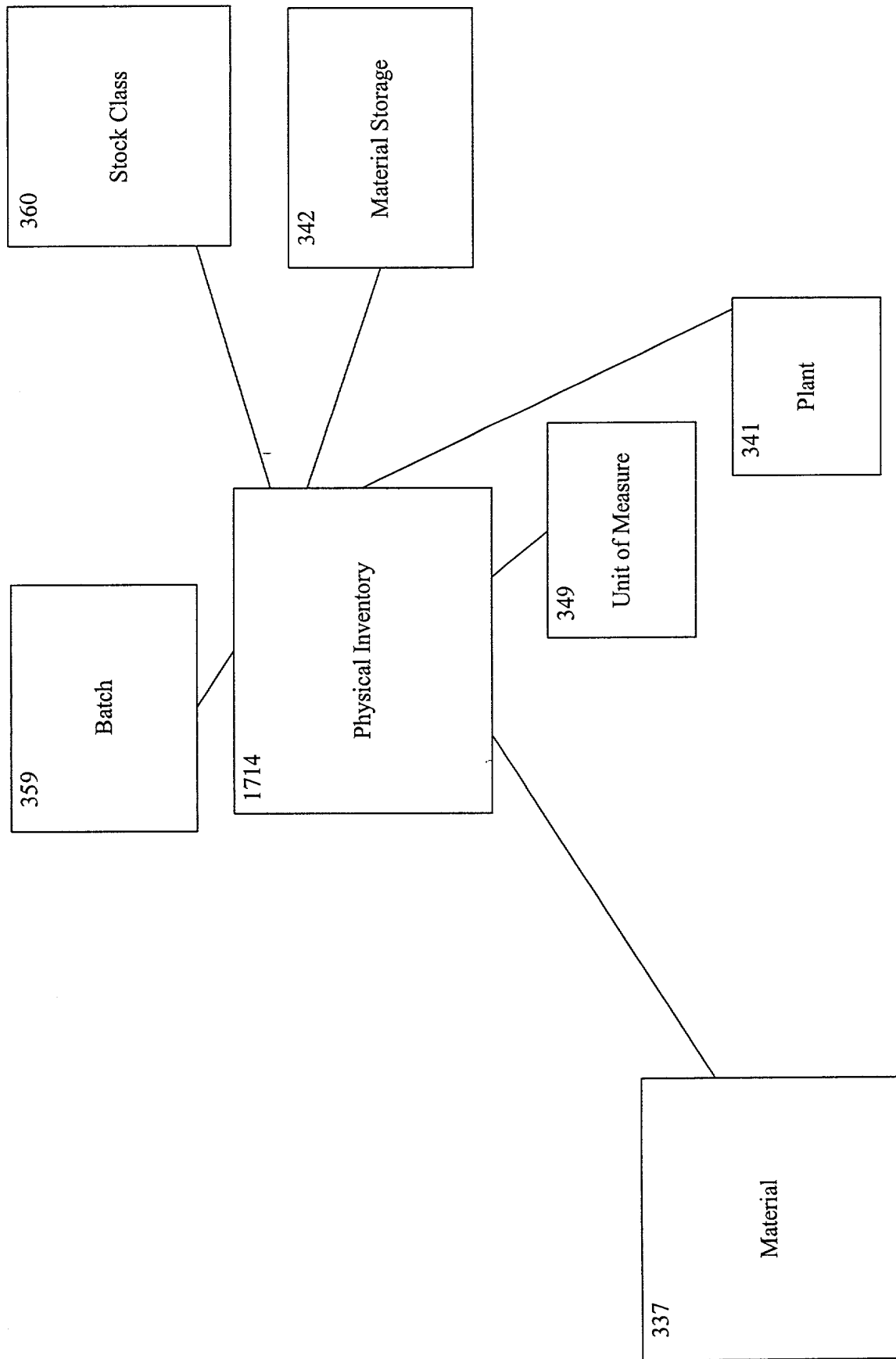


Figure 12H

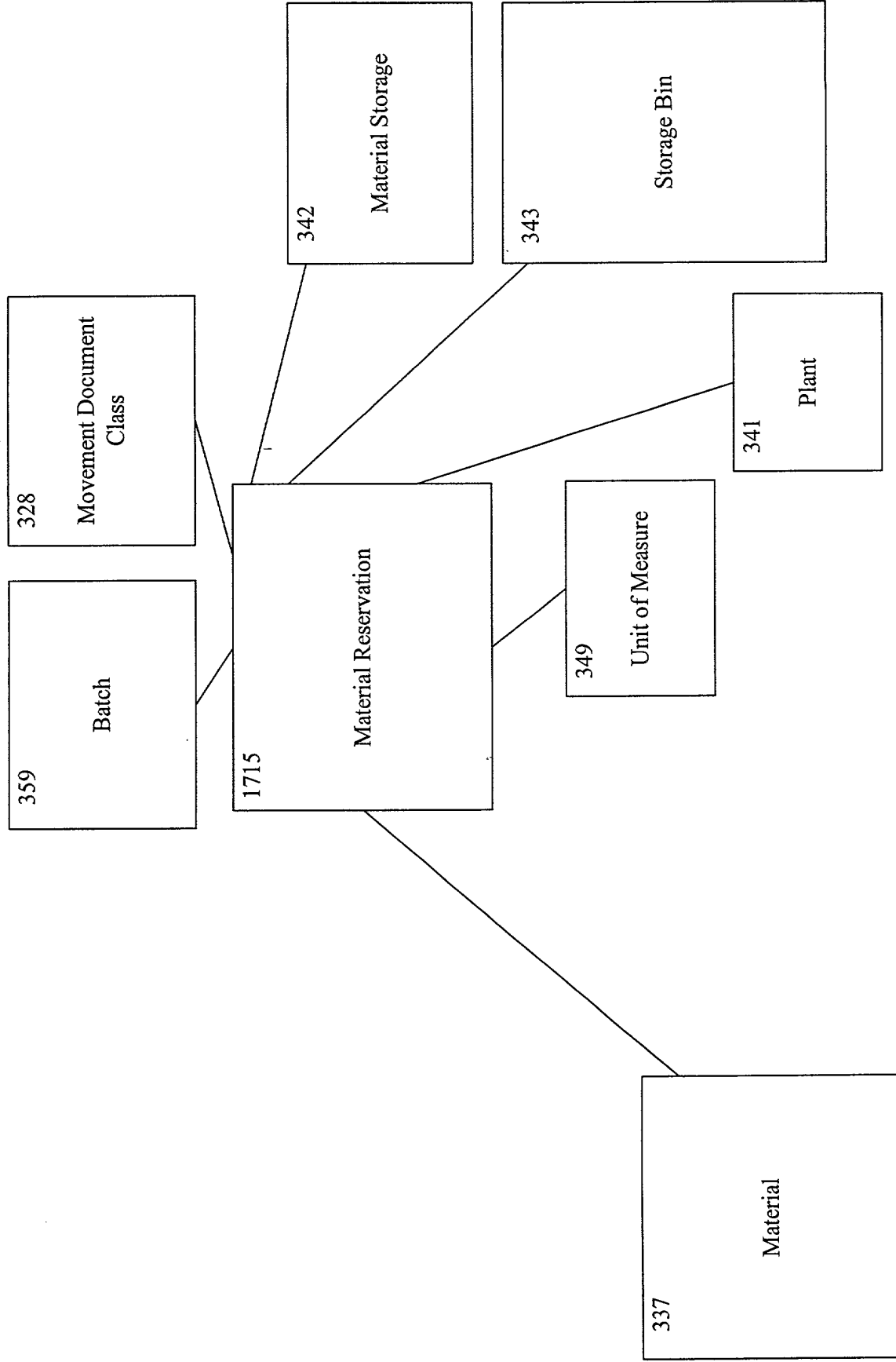


Figure 12I

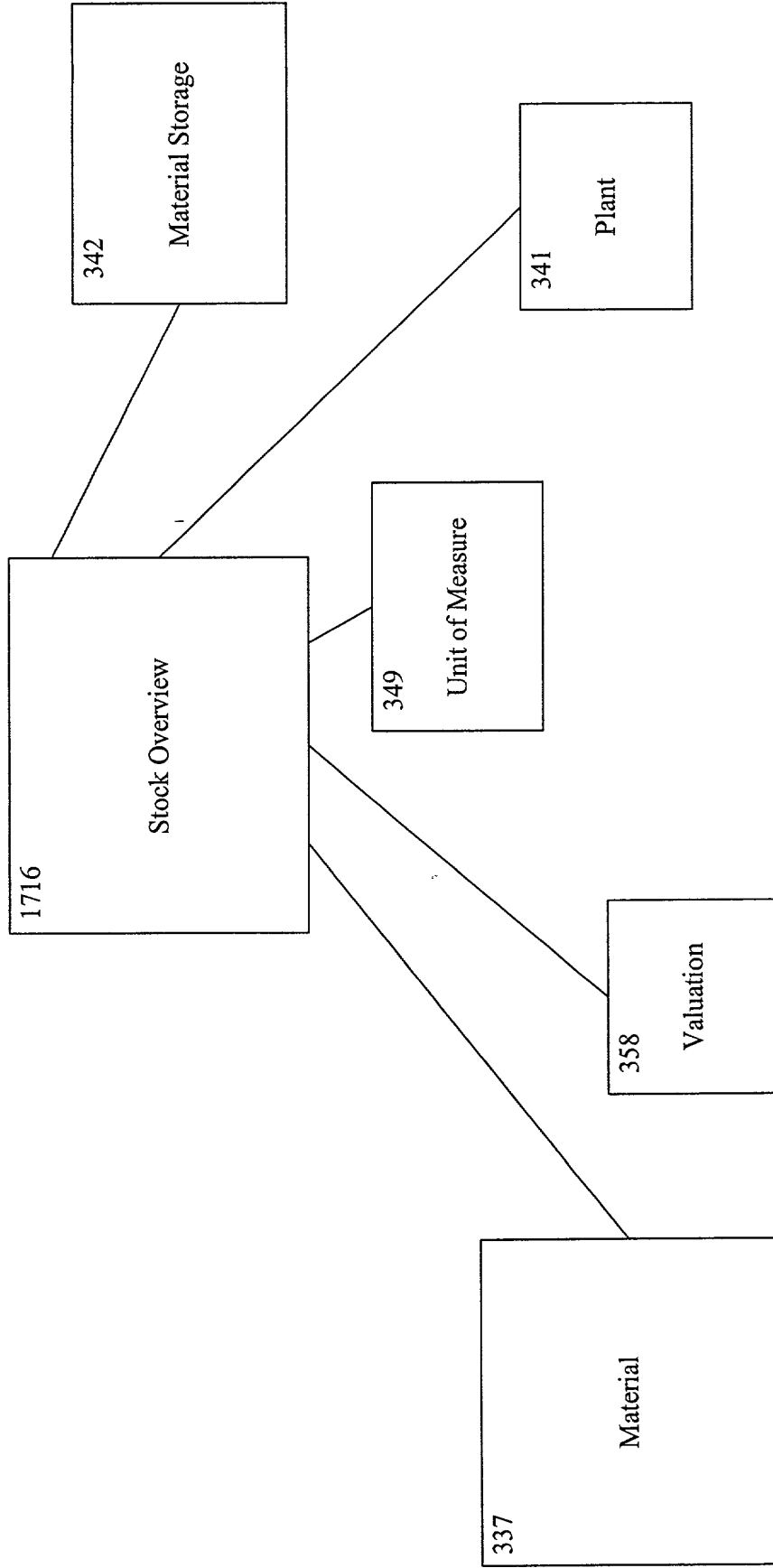


Figure 12J

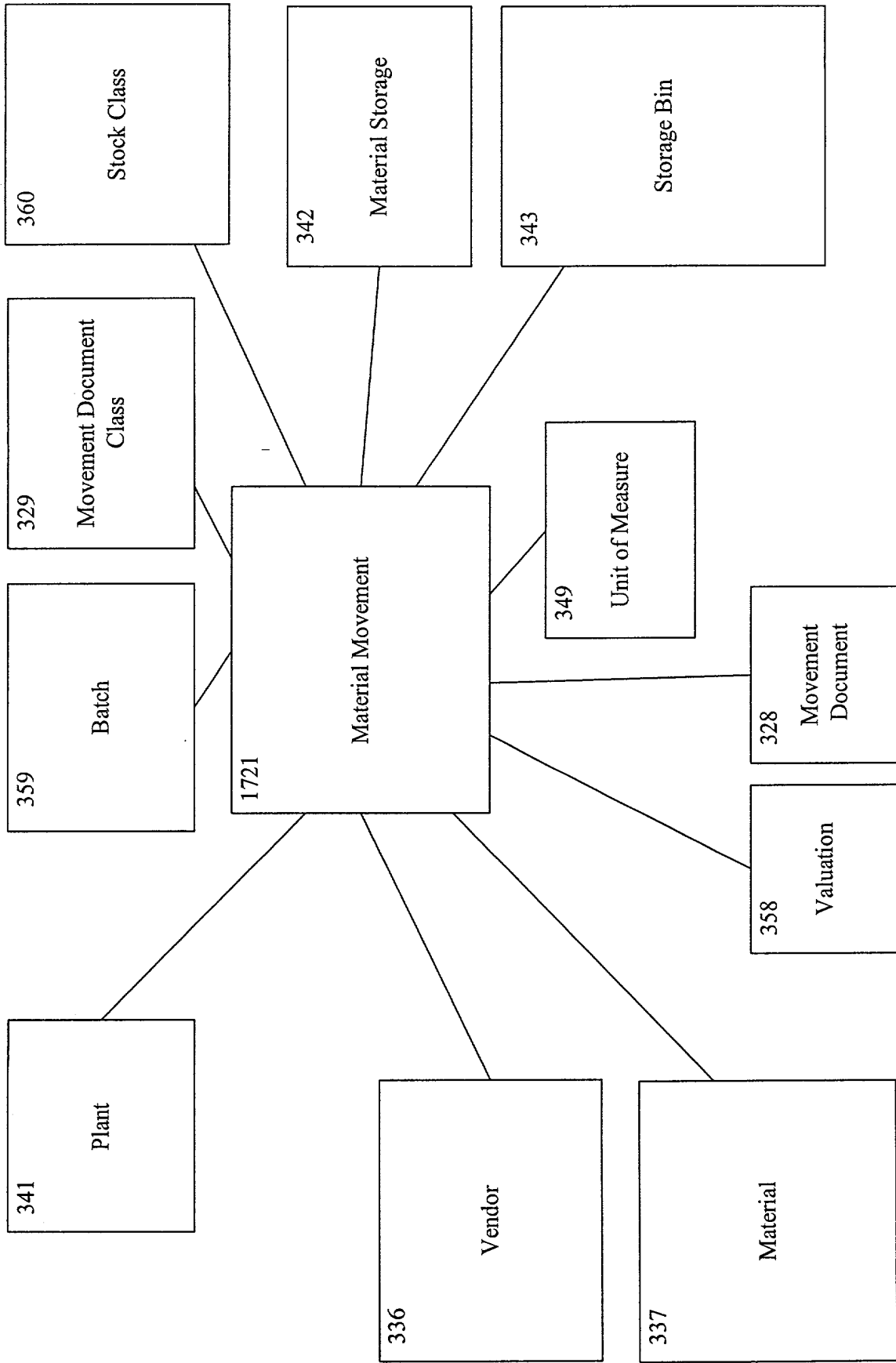


Figure 12K



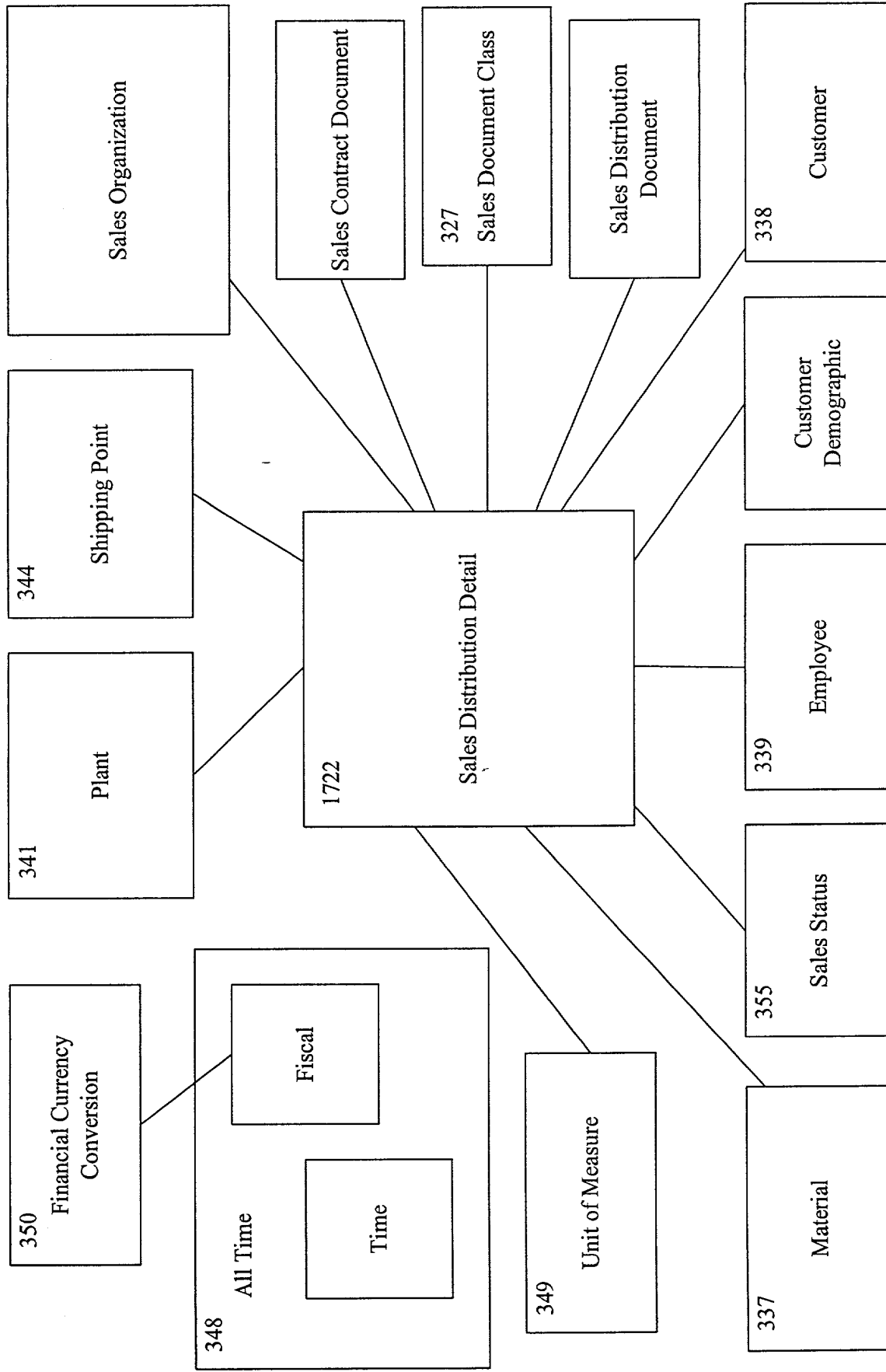


Figure 12L

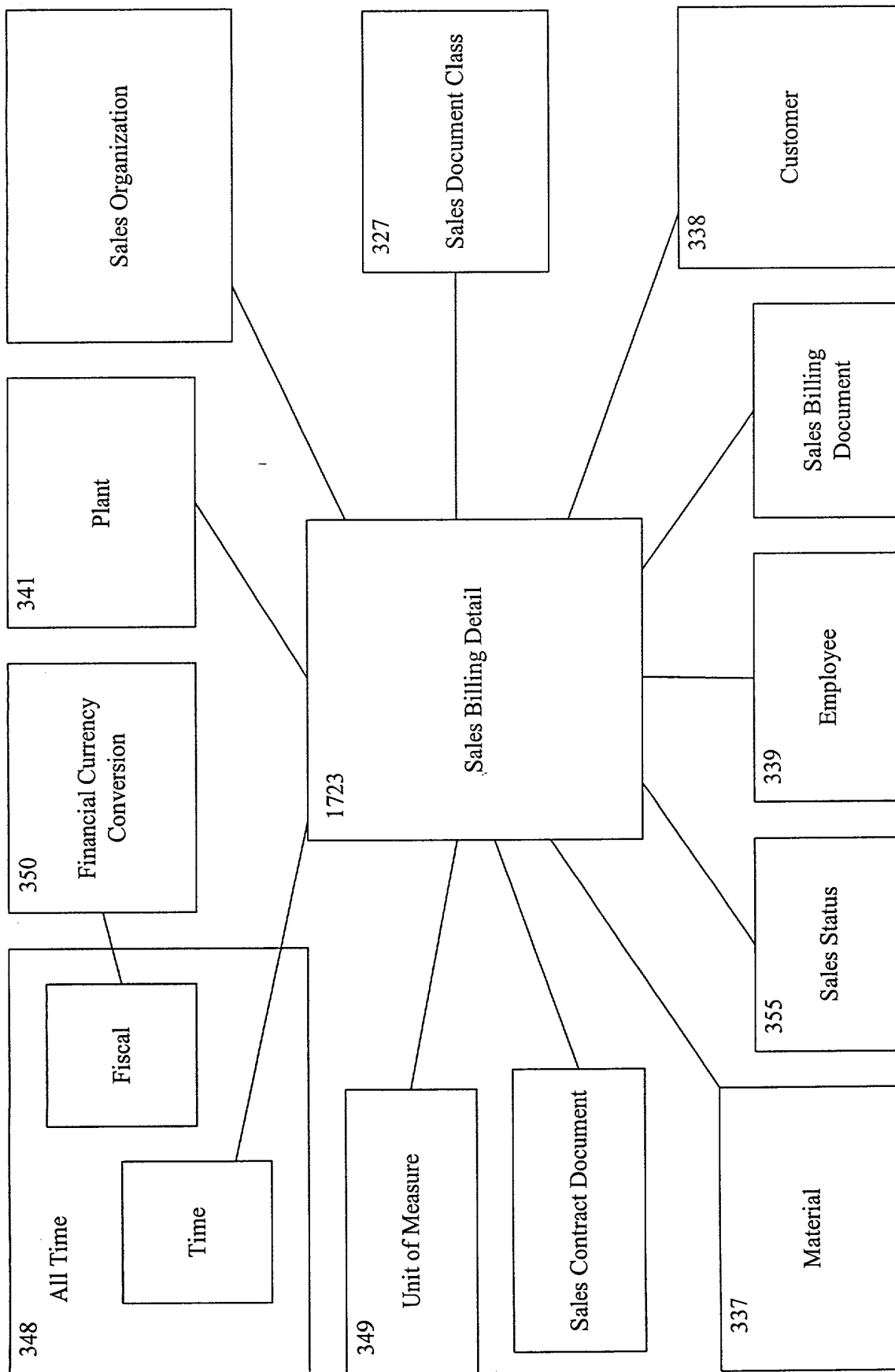


Figure 12M

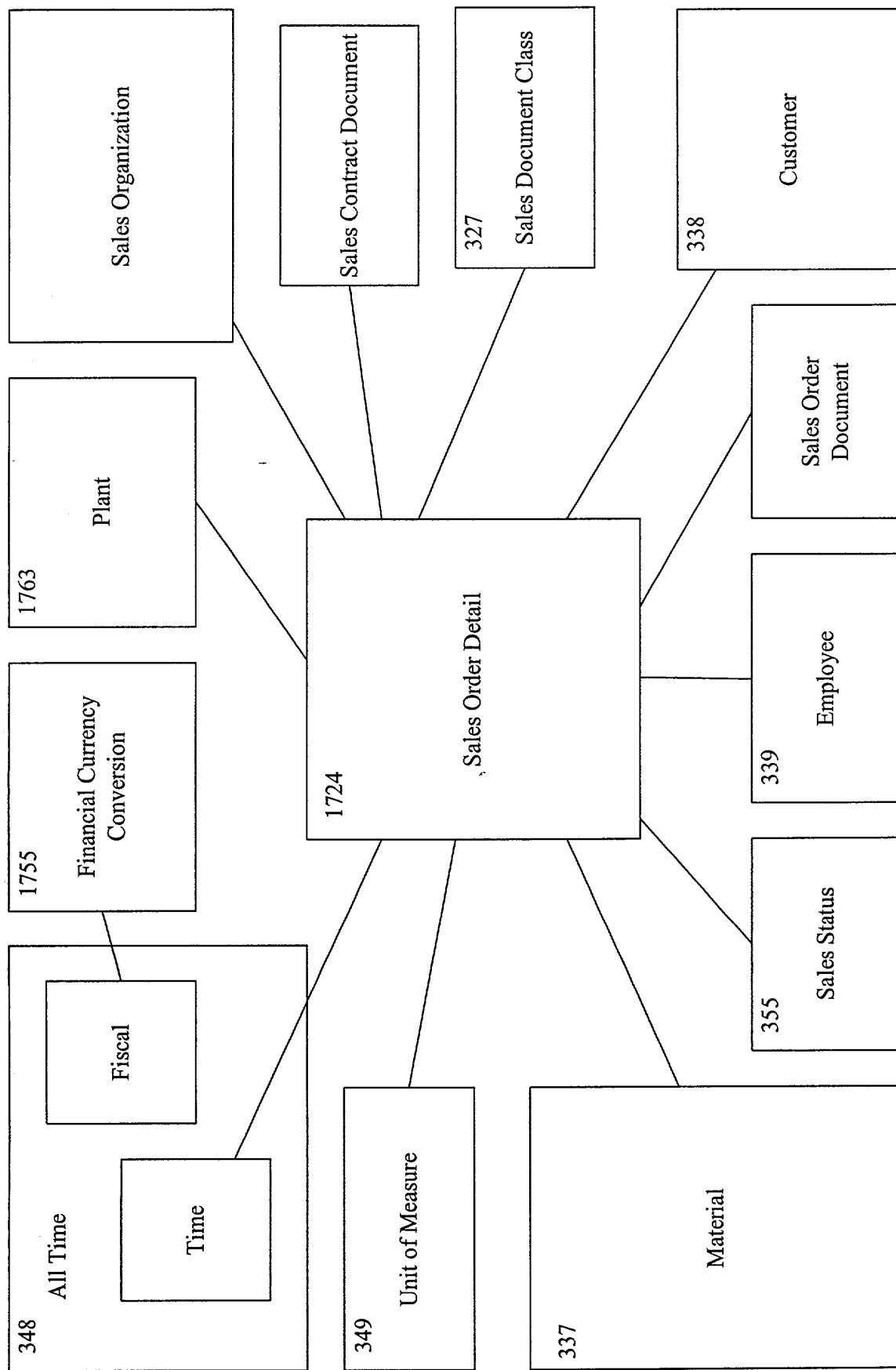


Figure 12N

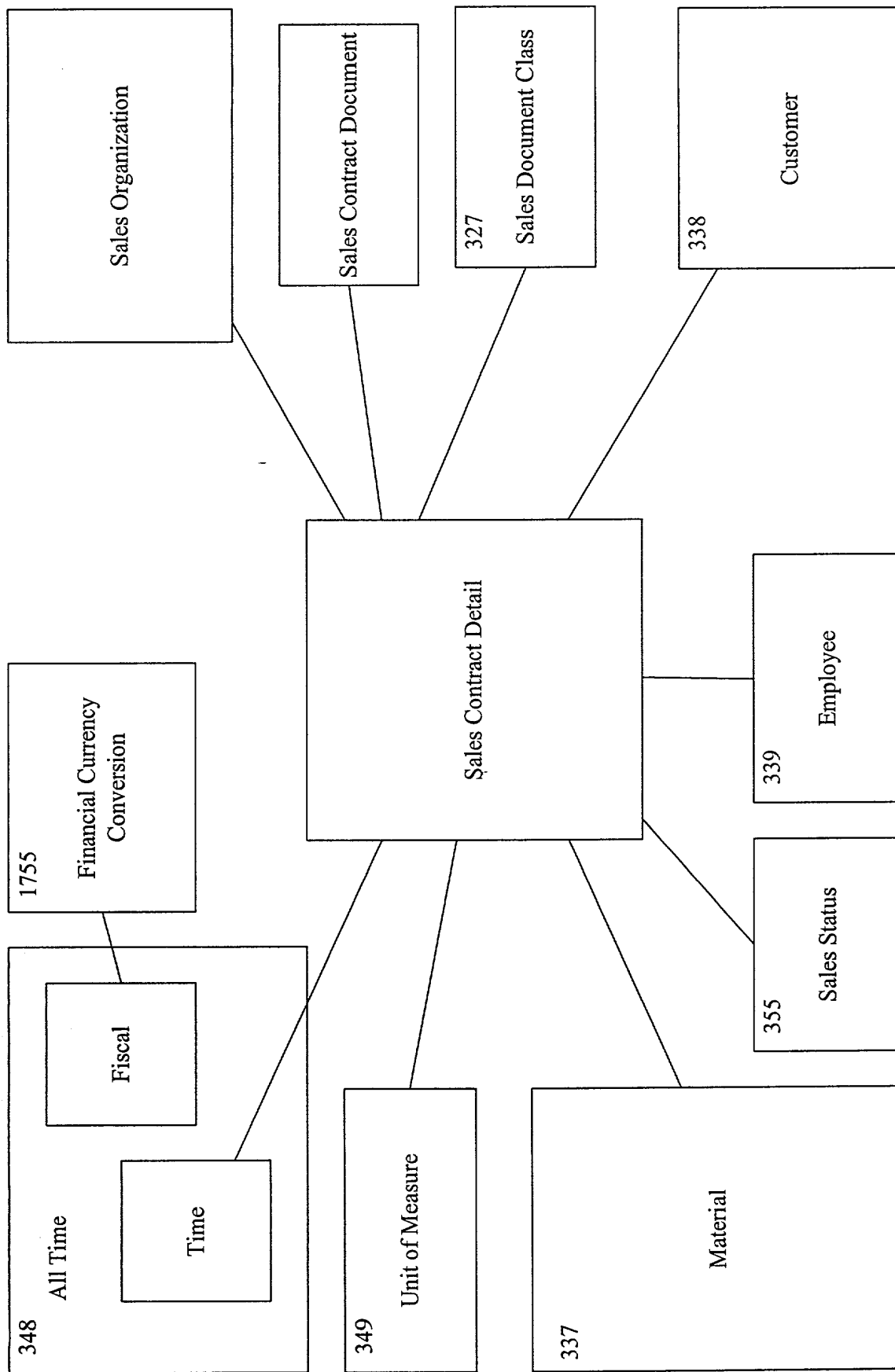


Figure 120

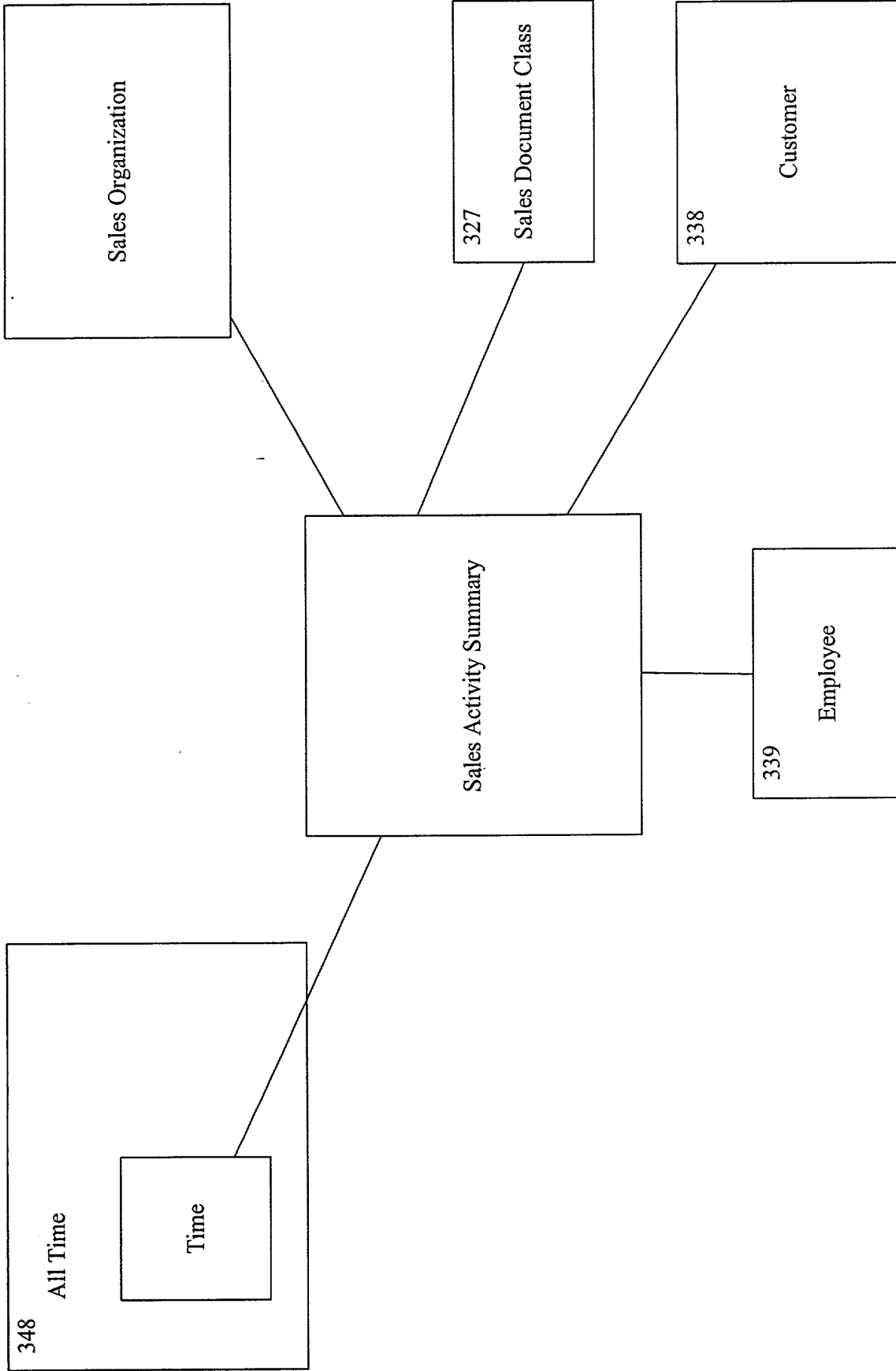


Figure 12P

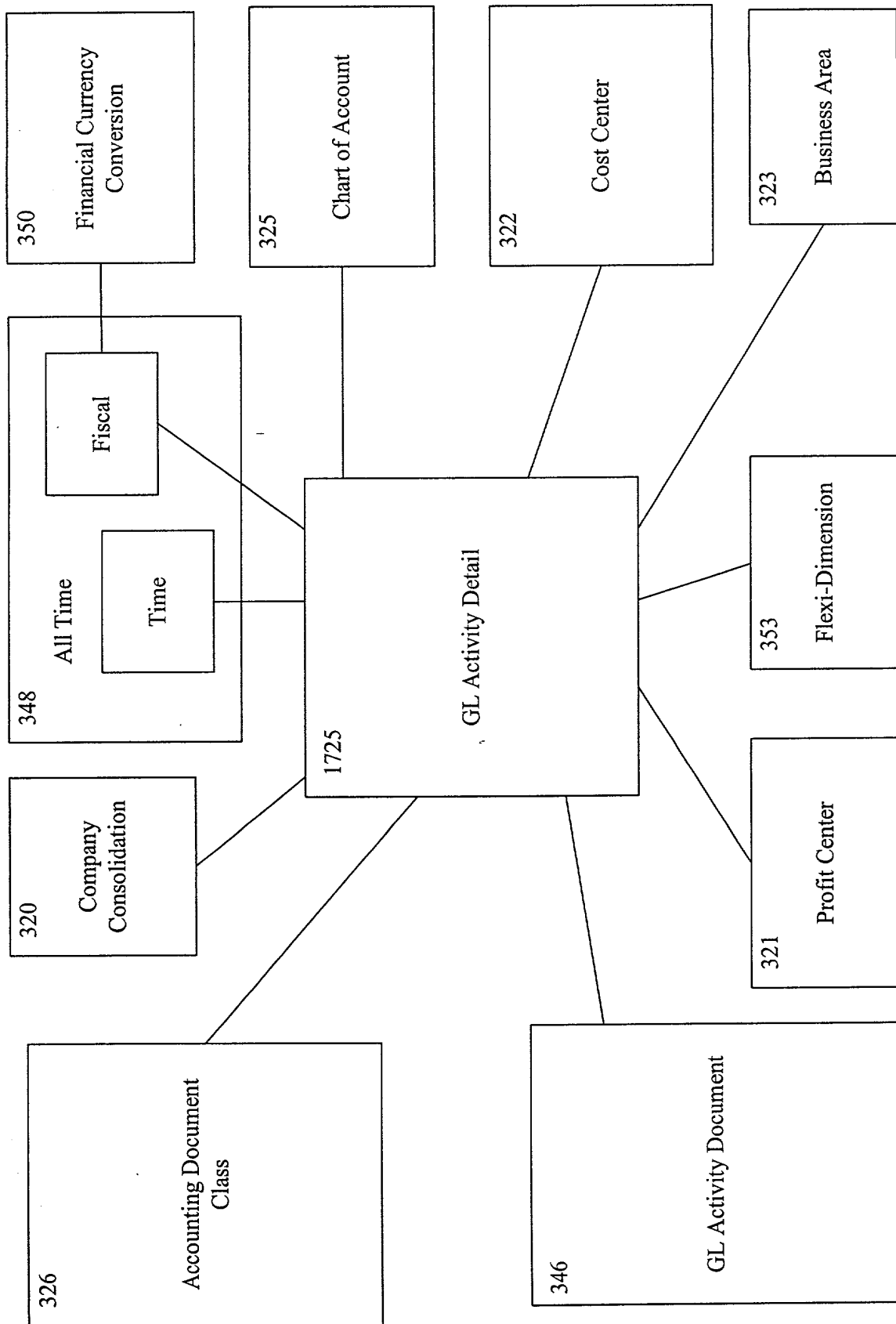


Figure 12Q

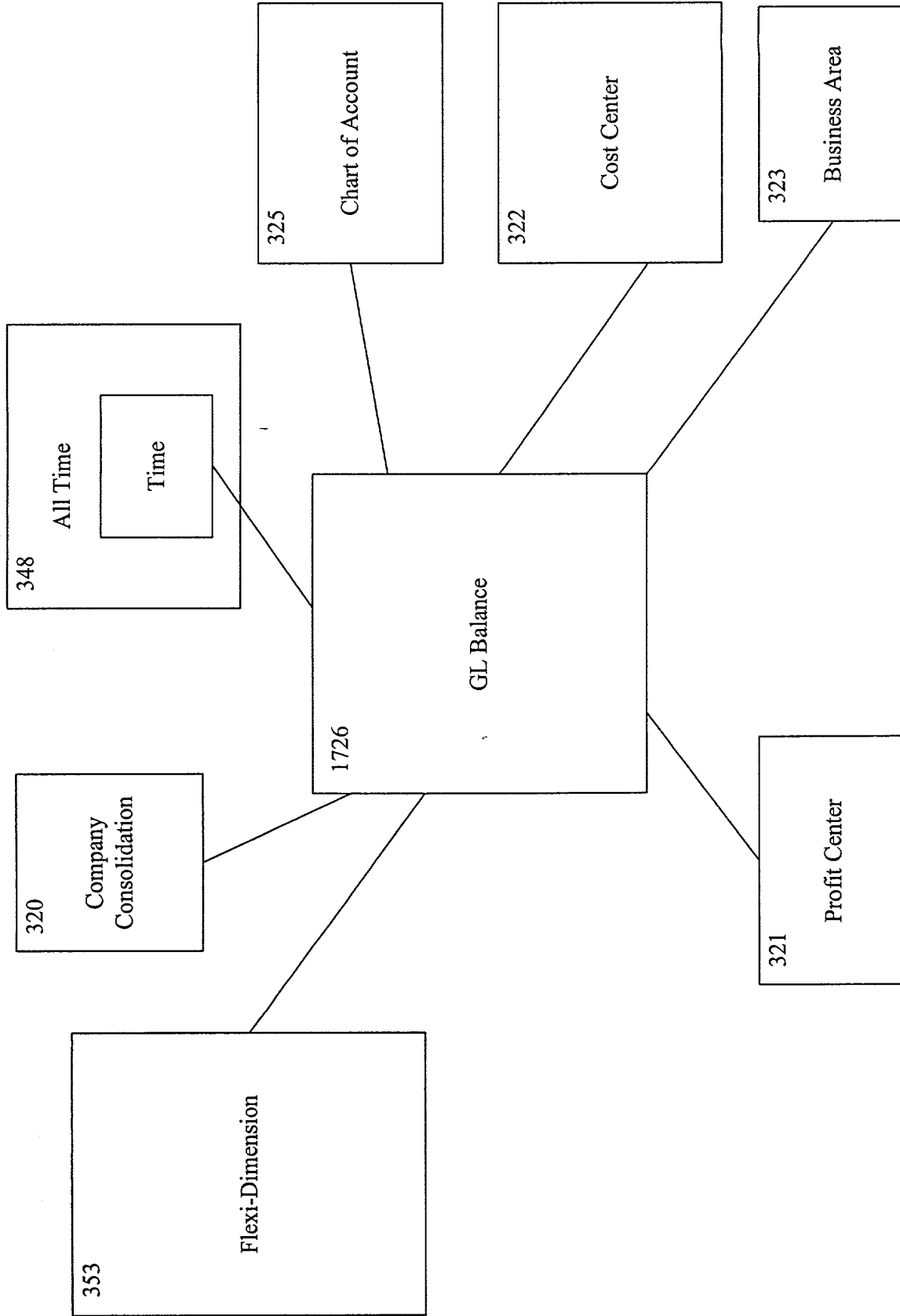


Figure 12R

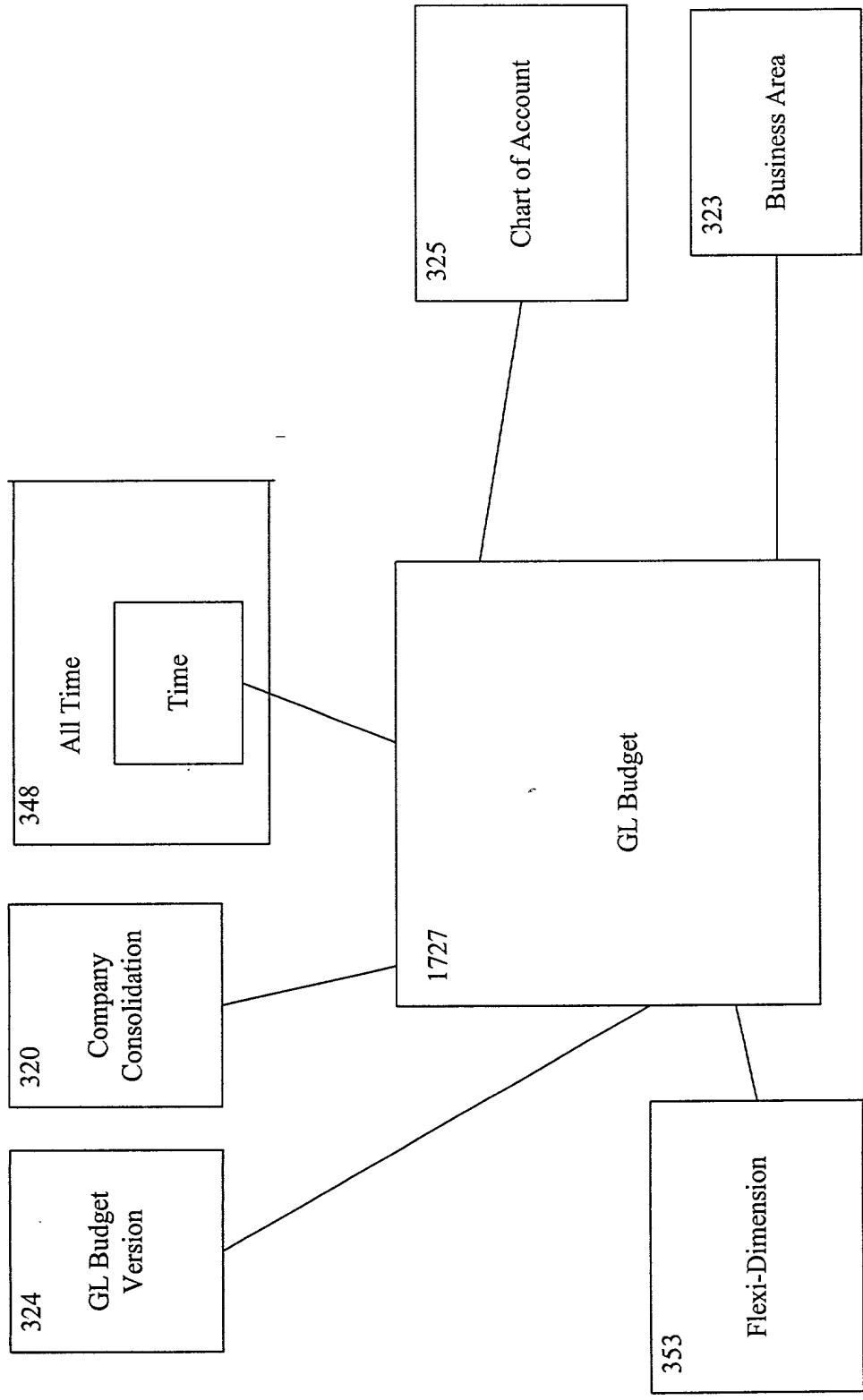


Figure 12S



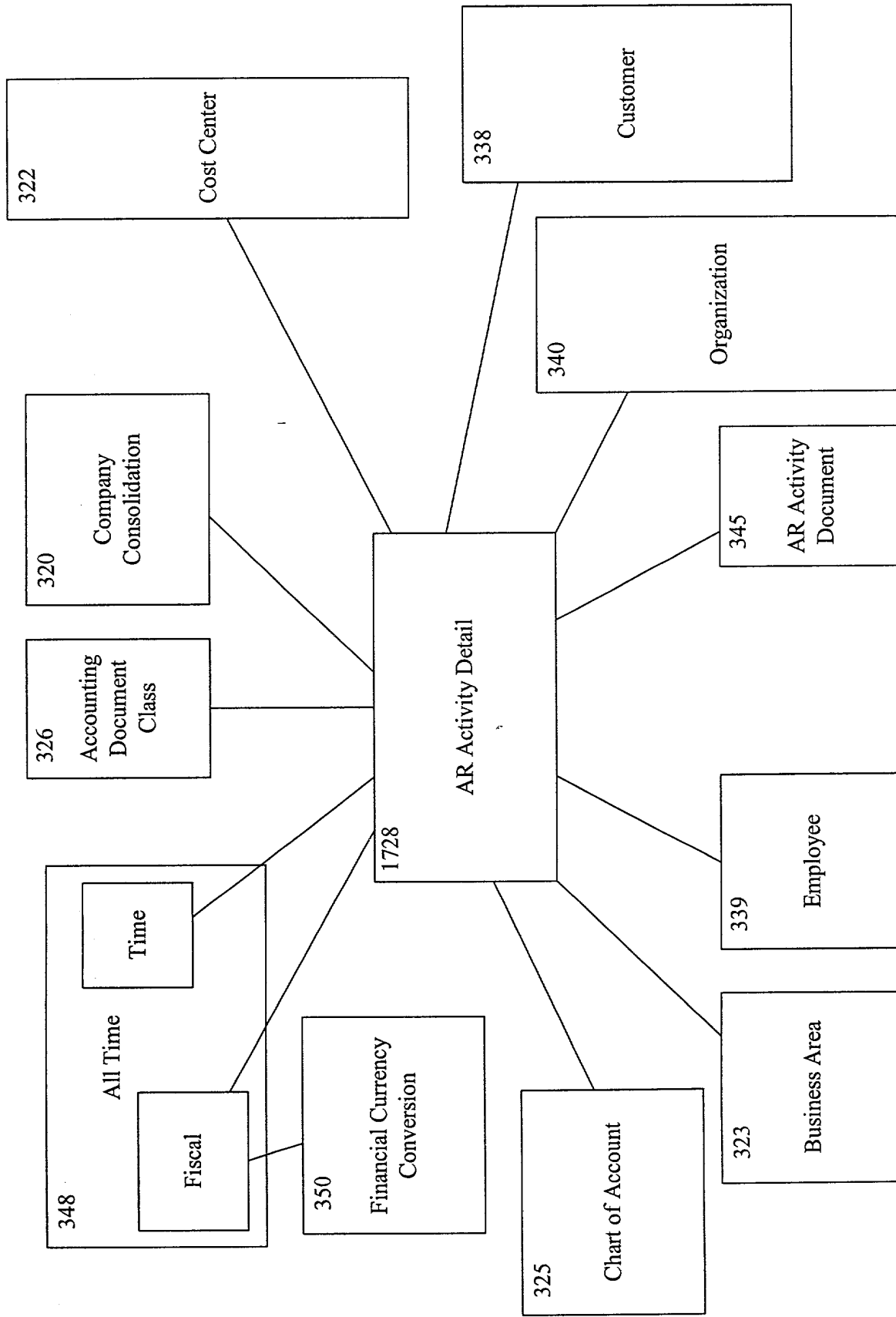


Figure 12T



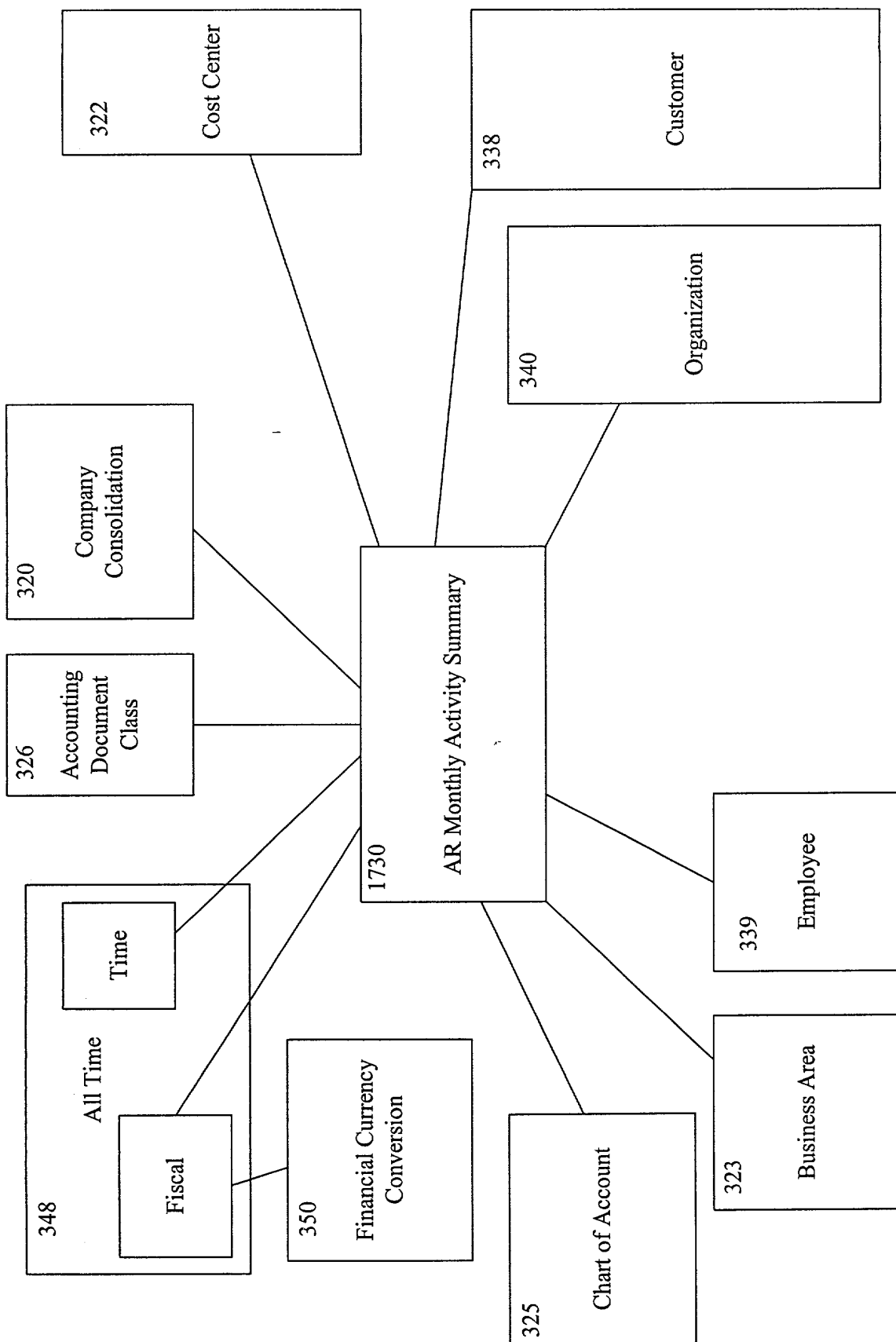


Figure 12V



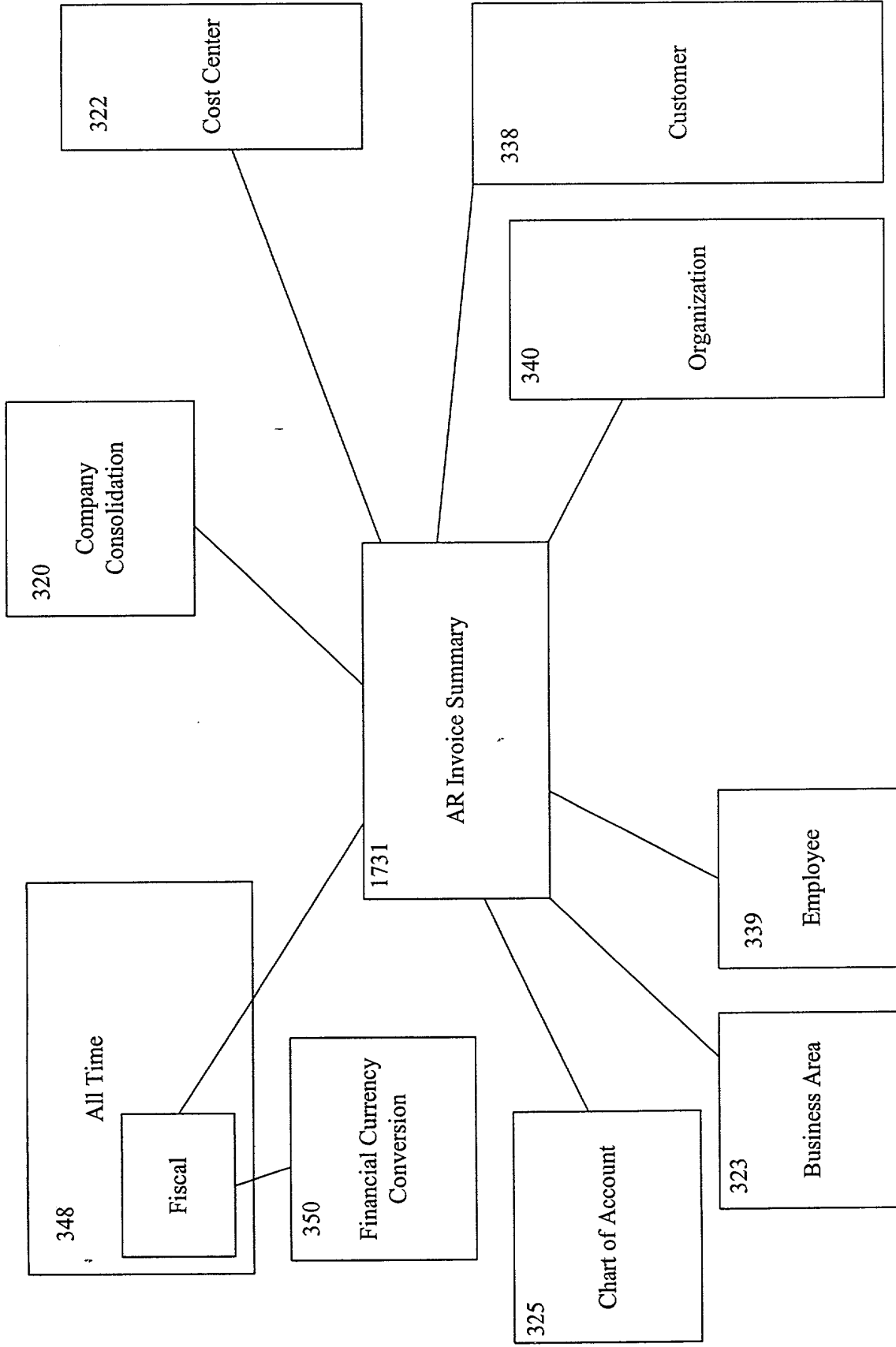


Figure 12X

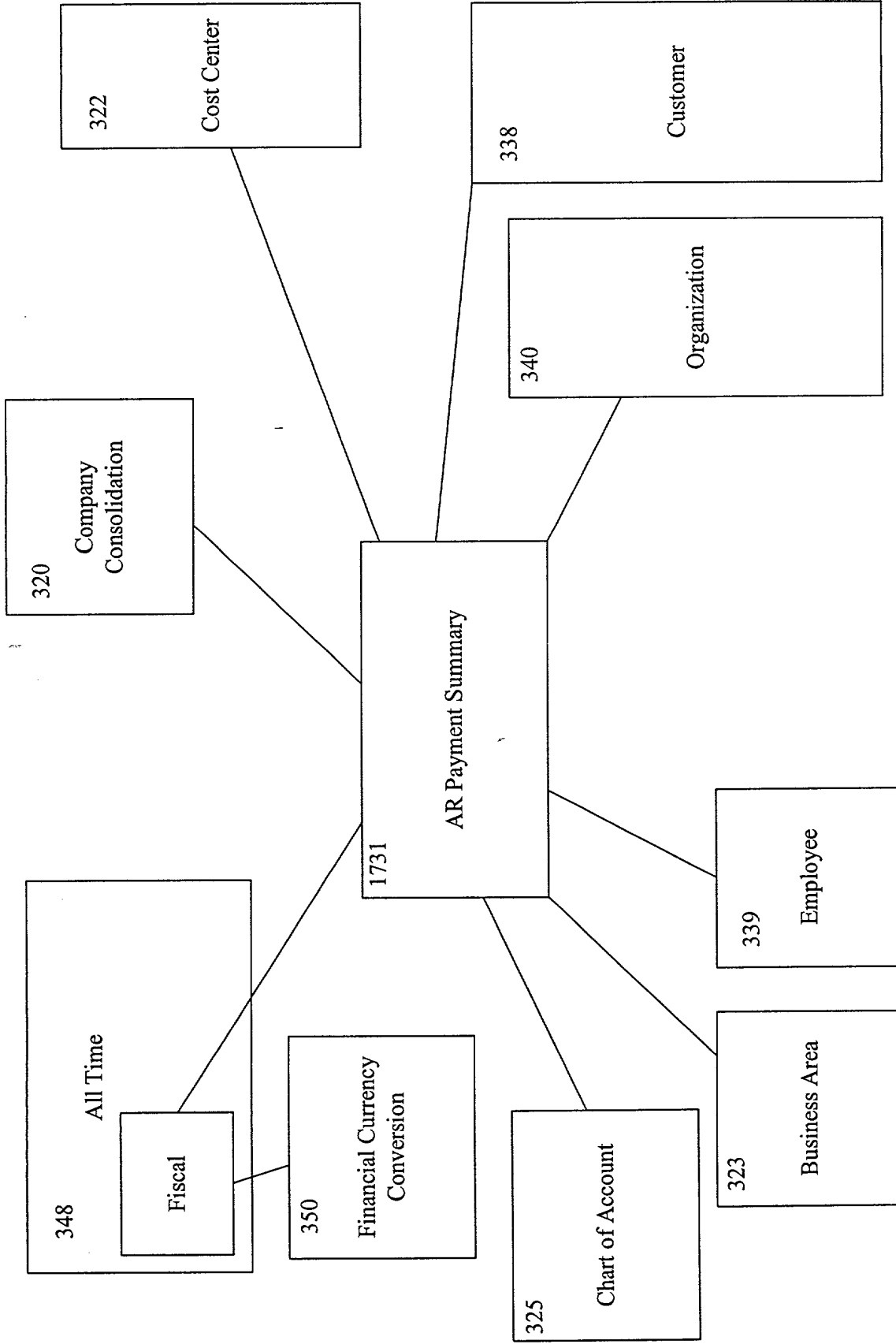


Figure 12Y

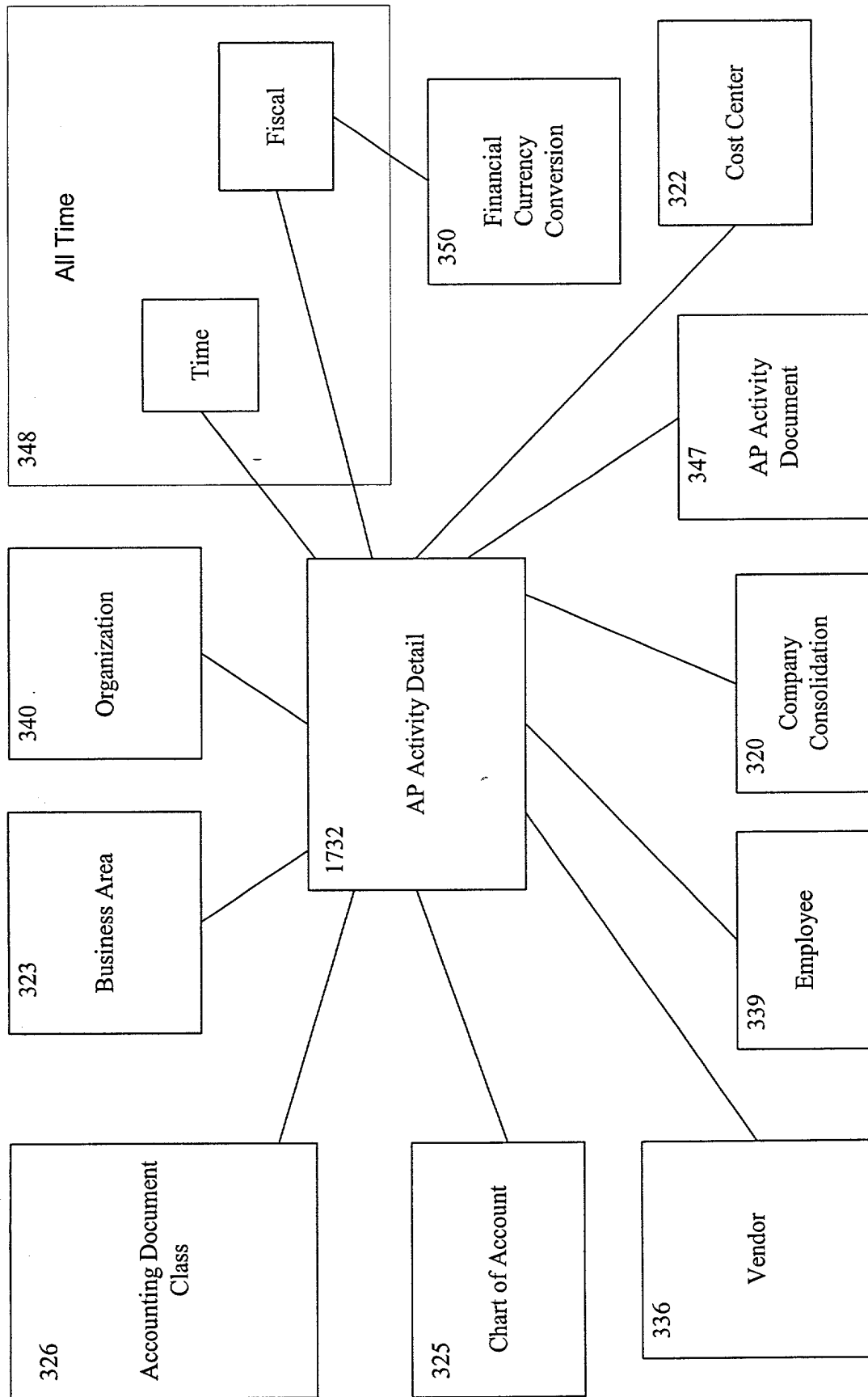


Figure 12Z

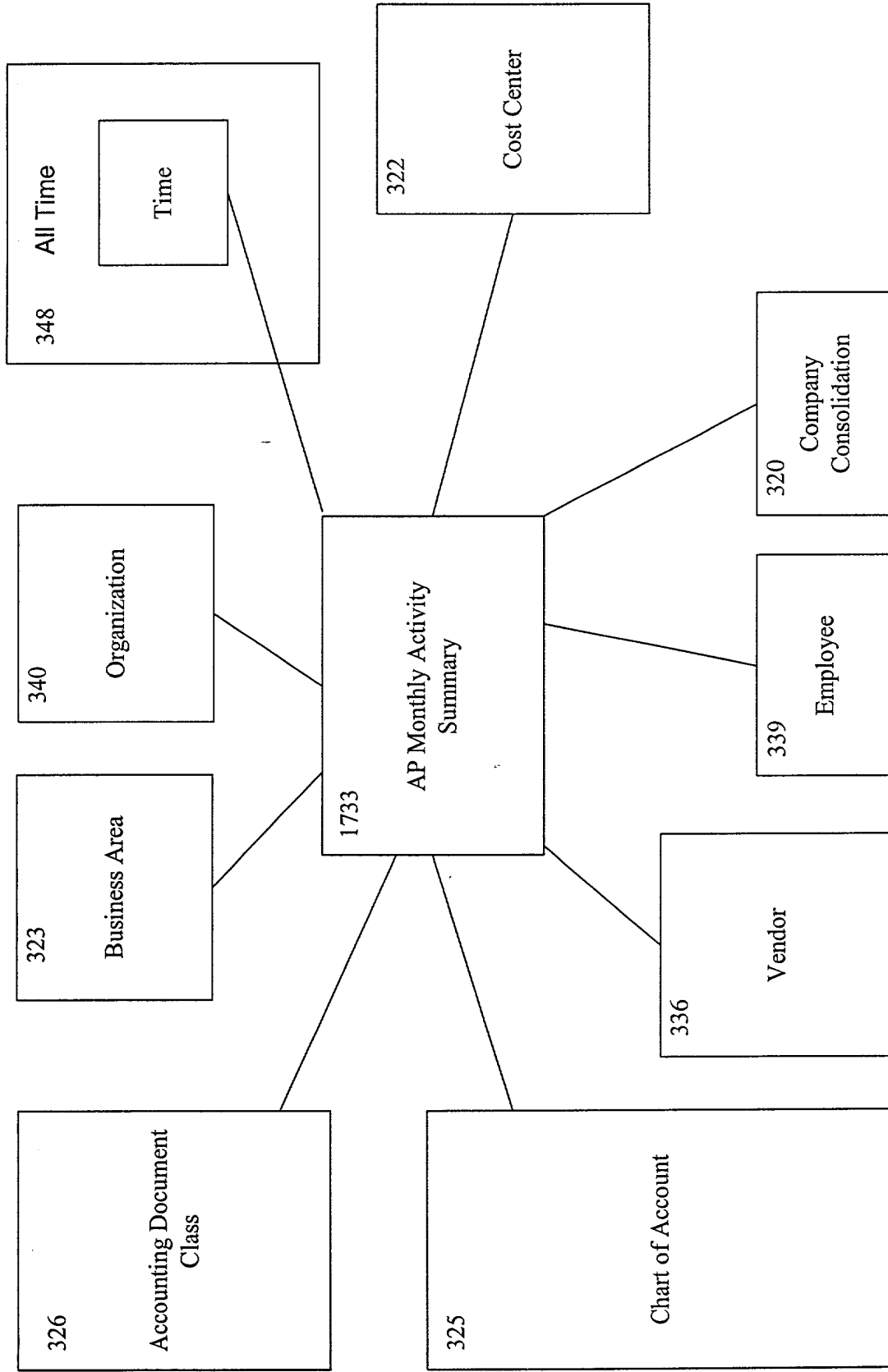


Figure 12AA



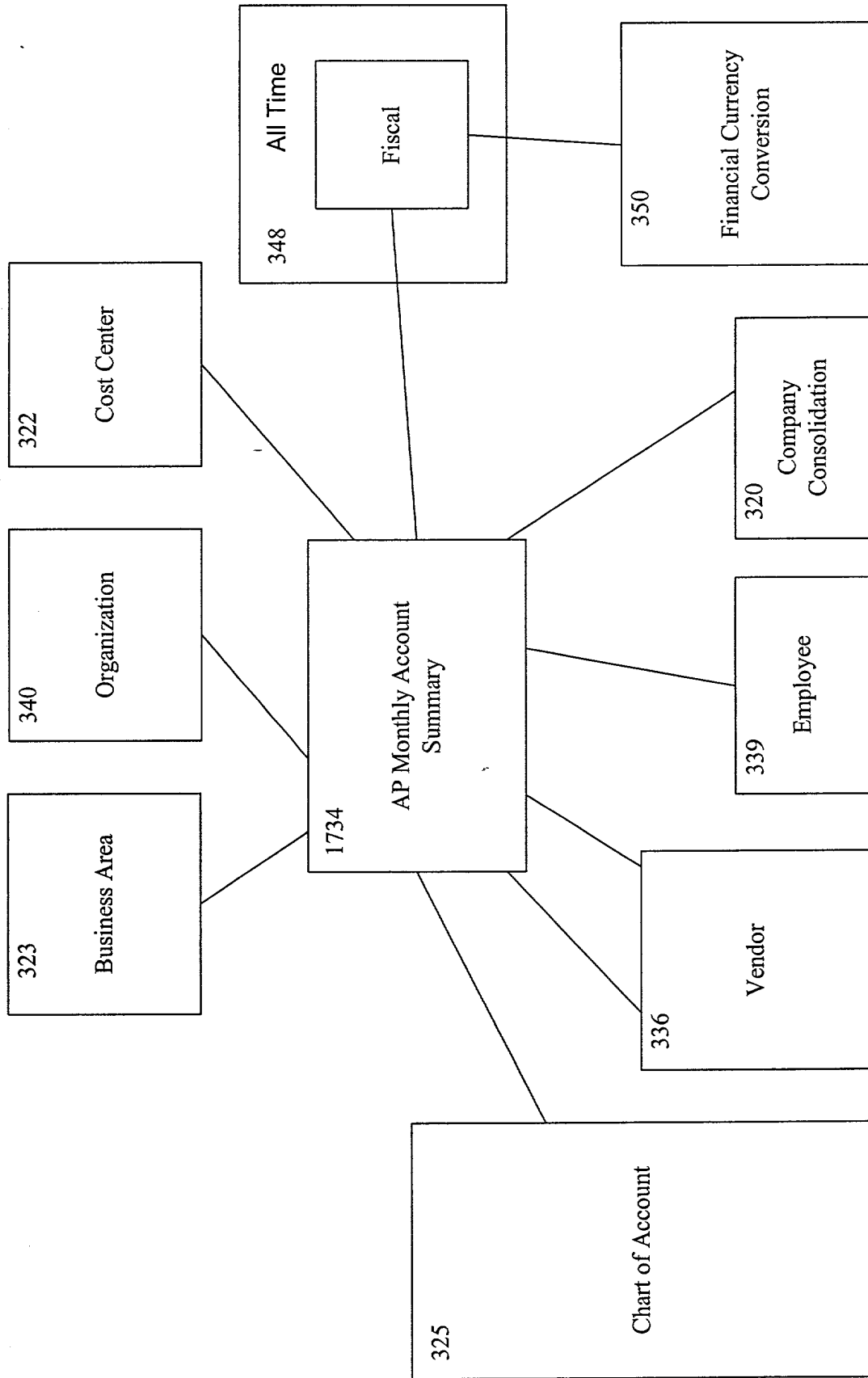


Figure 12AB

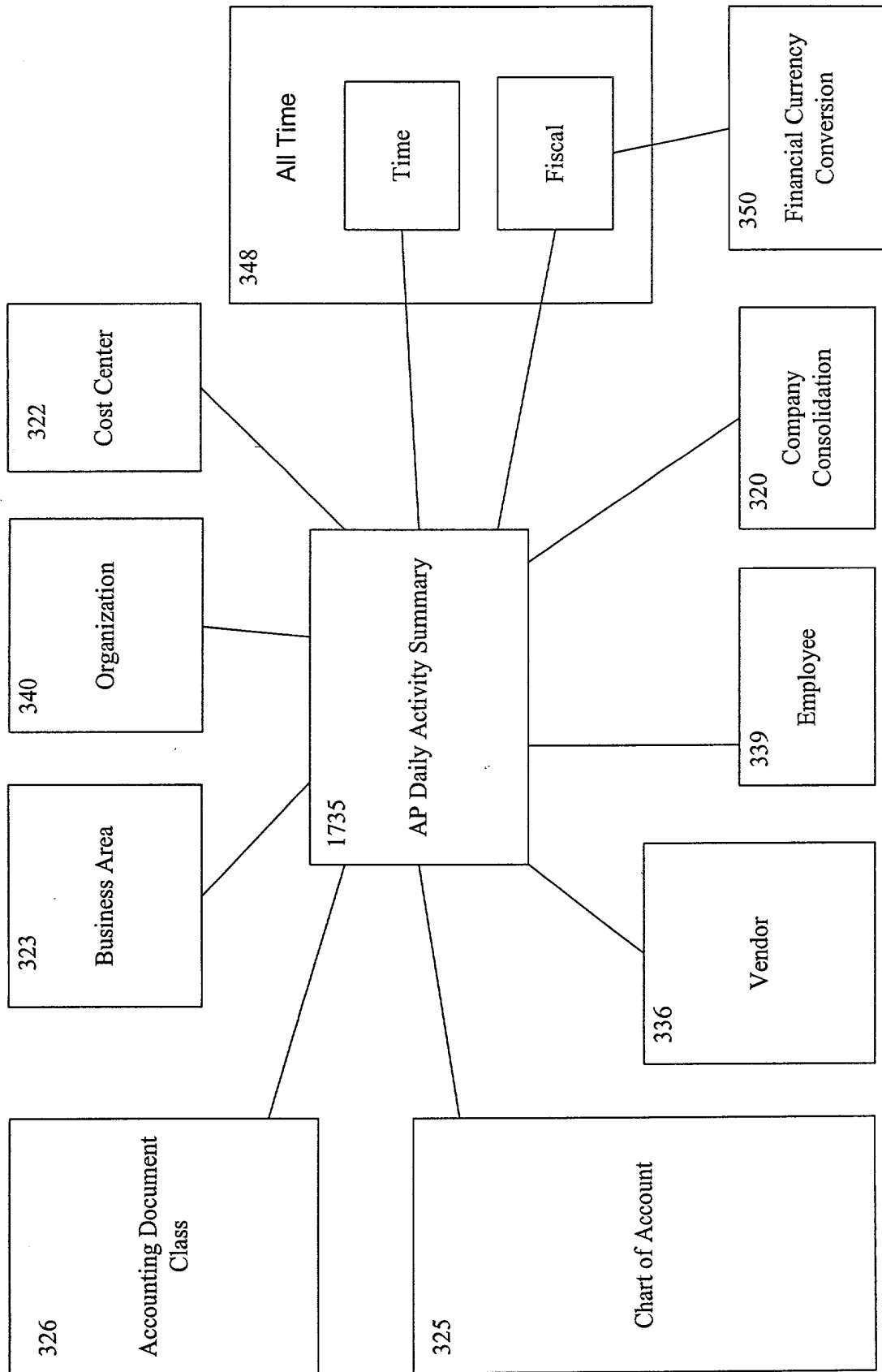


Figure 12AC

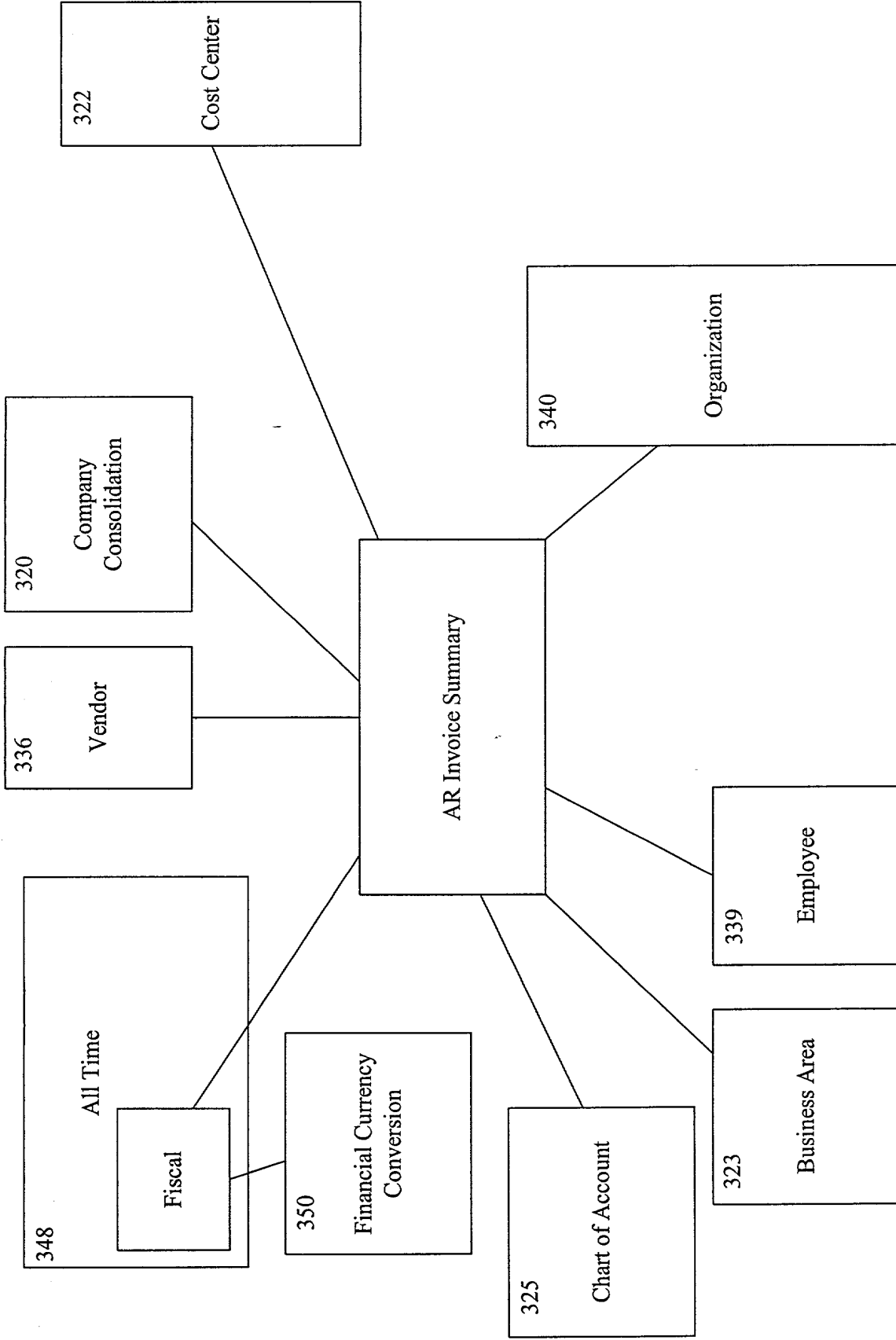


Figure 12AD

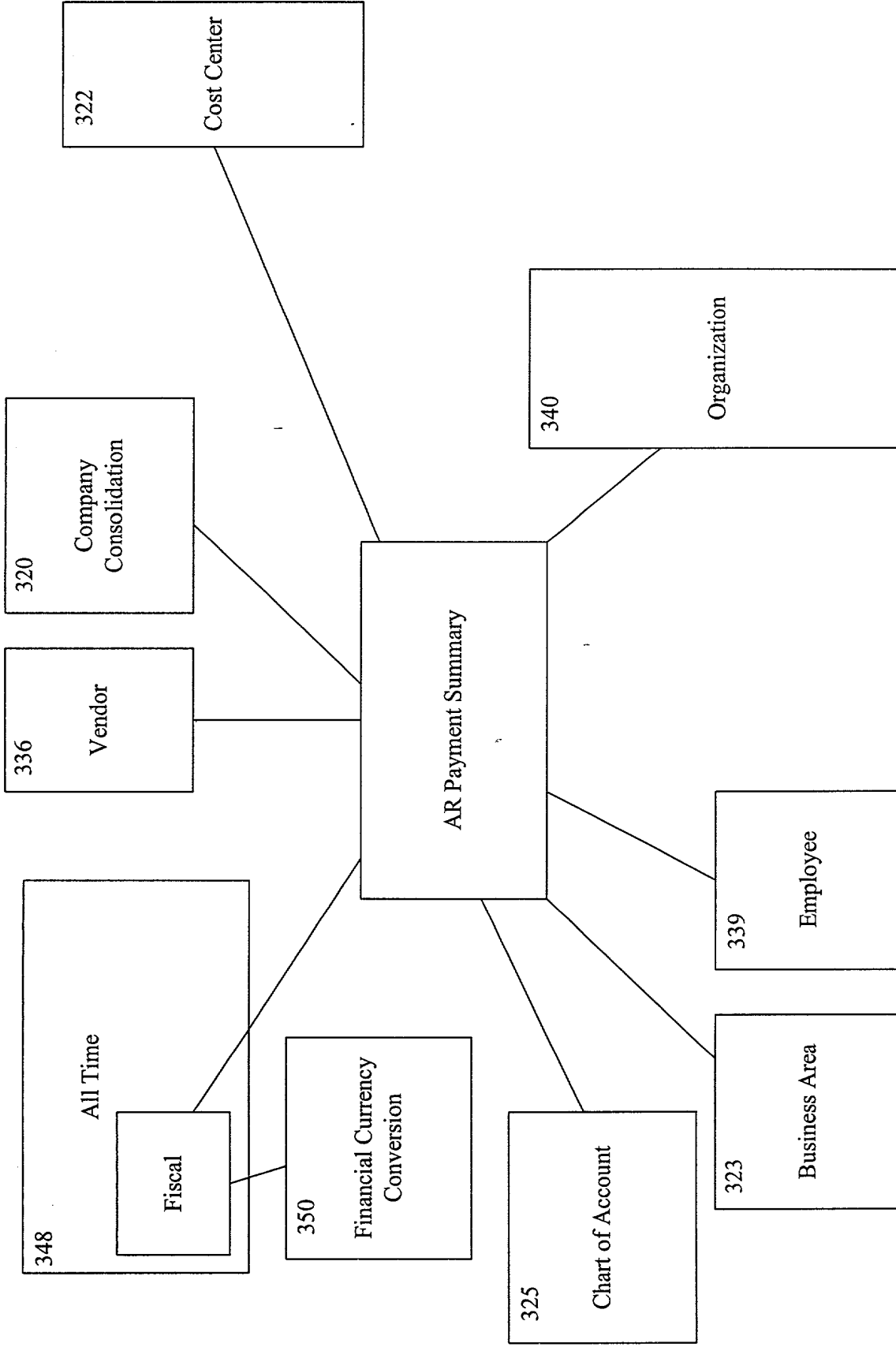


Figure 12AE

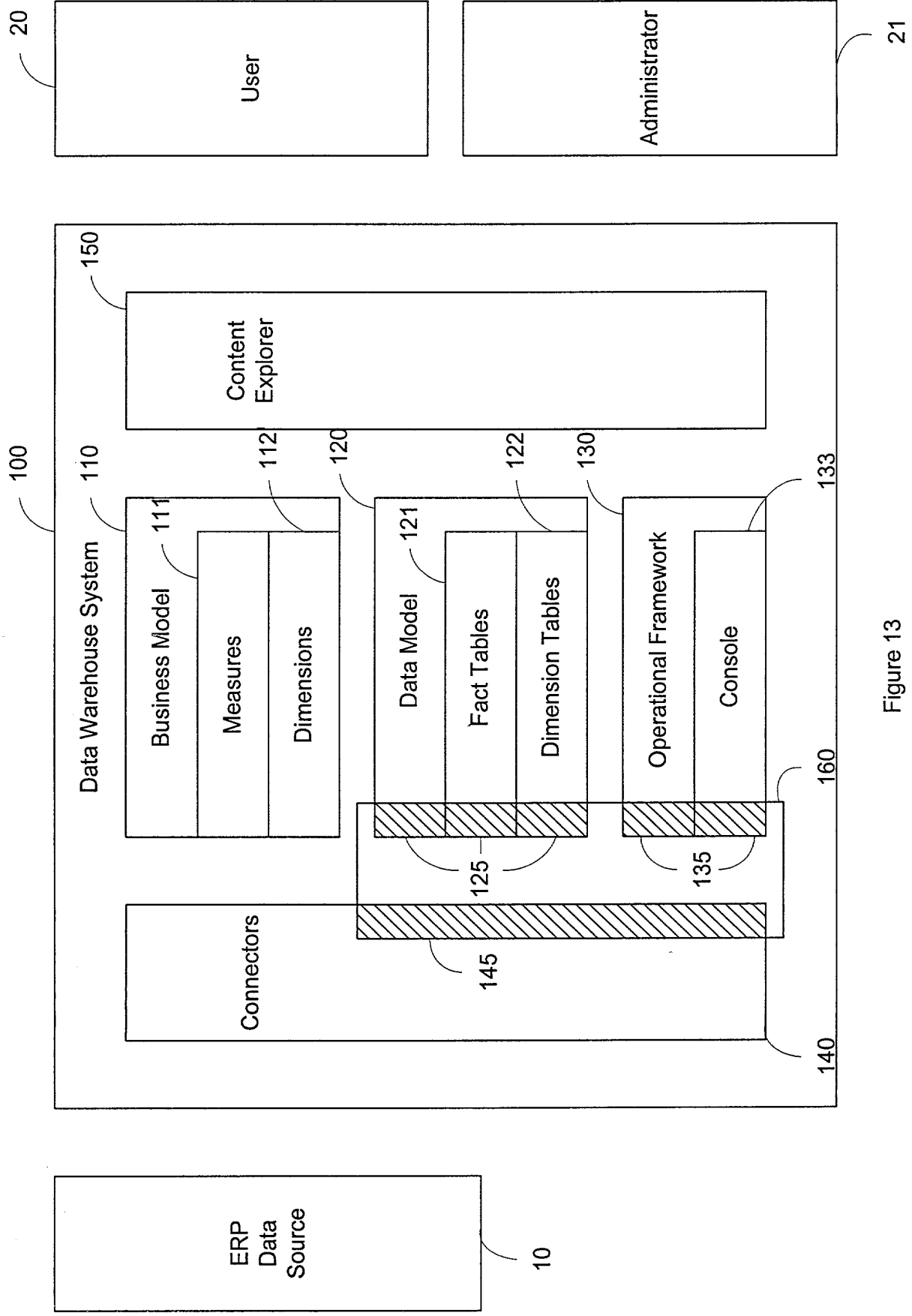


Figure 13

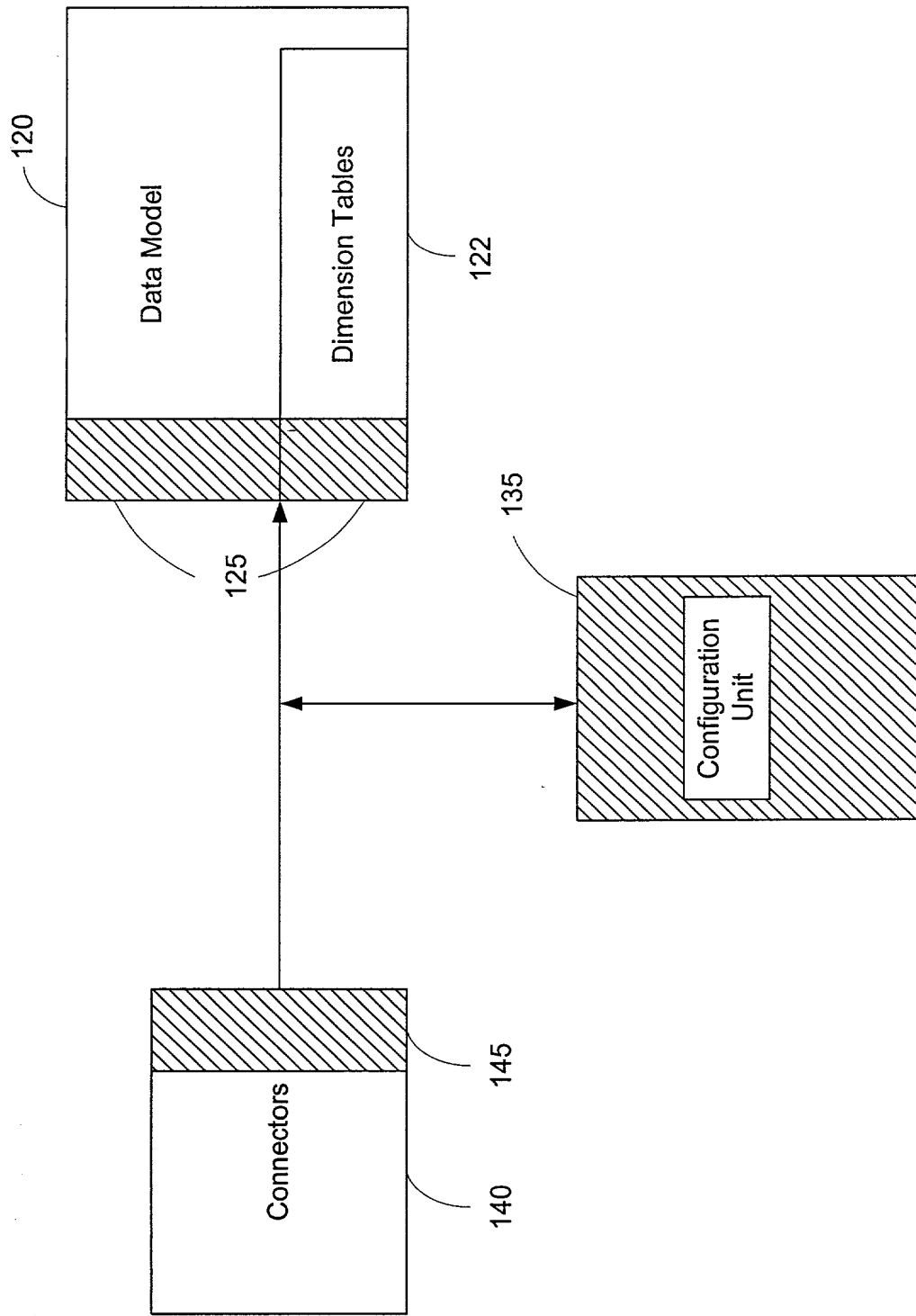


Figure 14



System Parameters	
Parameter Name	Description
AP ADJUSTMNT_MULT_COND	Specifies which document types are used to set the multiplier identifying adjustments.
AP ADJUSTMNT_RSN_COND	Identifies which document codes (00/D/T) are adjustment types used in A/P.
AP_INVOICE_MULT_COND	Specifies which document types are used to set the multiplier identifying transactions/vouchers
AP_MATCH_DOC_TYP_COND	Identifies which document codes (00/D/T) are payment types used in A/P
AP_PAYMENT_MULT_COND	Specifies which document types are used to set the multiplier identifying payments.
AP_TRANSACTION_TYP_COND	Identifies which document codes (00/D/T) are transaction/voucher types used in A/P
AR_BADEBT_MULT_COND	Specifies which document types are used to set the multiplier identifying bad debt transactions
AR_INVOICE_MULT_COND	Specifies which document types are used to set the multiplier identifying invoice transactions
AR_MATCH_DOC_TYP_COND	Identifies which document codes are matching document types used in A/R.
AR_PAYMENT_MULT_COND	Specifies which document types are used to set the multiplier identifying payment transactions
AR_TRANSACTION_TYP_COND	Identifies which document codes (00/D/T) are transaction/invoice types used in A/R
DEFAULT_COUNTRY_NM	Default country code J D Edwards populates the default country code with a blank space, so this must be defined if the company is in
DEFAULT_DATE	Default value of date types in the target table
DEFAULT_LONG_CHAR	Default value of large varchar types in the target table
DEFAULT_NUMBER	Default value of numeric types in the target table
DEFAULT_SHORT_CHAR	Default value of short varchar (less than ten characters) data types in the target table
DEFAULT_VARIANT	Default value of the fiscal variant type in the target table
GL_ACCT_TYPE_CD	JDE column name from F0001 that is the source for the account type code This is a required assignment.
GL_BU_DEPT_CD	JDE column name from F0006 that is the source for the department code of a business unit The definition must be limited to a single
GL_BU_FLTR	MCSTYL IN A business unit filter to be included in the WHERE clause of datastreams that include F0006, the Business Unit Master. The
GL_BU_MNGR_CD	JDE column name from F0006 that is the source for the business manager of a business unit The definition must be limited to a single
GL_BU_REGN_CD	JDE column name from F0006 that is the source for the region code of a business unit The definition must be limited to a single
GL_BU_RESP_EXEC_CD	JDE column name from F0006 that is the source for the responsible executive of a business unit The definition must be limited to a single
GL_BU_UDC_01	JDE column name from F0006 that is the source for the business category unit 1. The definition must be limited to a single column name
GL_BU_UDC_02	JDE column name from F0006 that is the source for the business category unit 2. The definition must be limited to a single column name
GL_BU_UDC_03	JDE column name from F0006 that is the source for the business category unit 4. The definition must be limited to a single column name
GL_BU_UDC_04	JDE column name from F0006 that is the source for the business category unit 4. The definition must be limited to a single column name
GL_BU_UDC_05	JDE column name from F0006 that is the source for the business category unit 4. The definition must be limited to a single column name
GL_BU_UDC_06	JDE column name from F0006 that is the source for the business category unit 5. The definition must be limited to a single column name
GL_BU_UDC_07	JDE column name from F0006 that is the source for the business category unit 6. The definition must be limited to a single column name
GL_BU_UDC_08	JDE column name from F0006 that is the source for the business category unit 7. The definition must be limited to a single column name
GL_BU_UDC_09	JDE column name from F0006 that is the source for the business category unit 8. The definition must be limited to a single column name
GL_BU_UDC_10	JDE column name from F0006 that is the source for the business category unit 9. The definition must be limited to a single column name
GL_BU_UDC_10	JDE column name from F0006 that is the source for the business category unit 10. The definition must be limited to a single column name

Figure 16



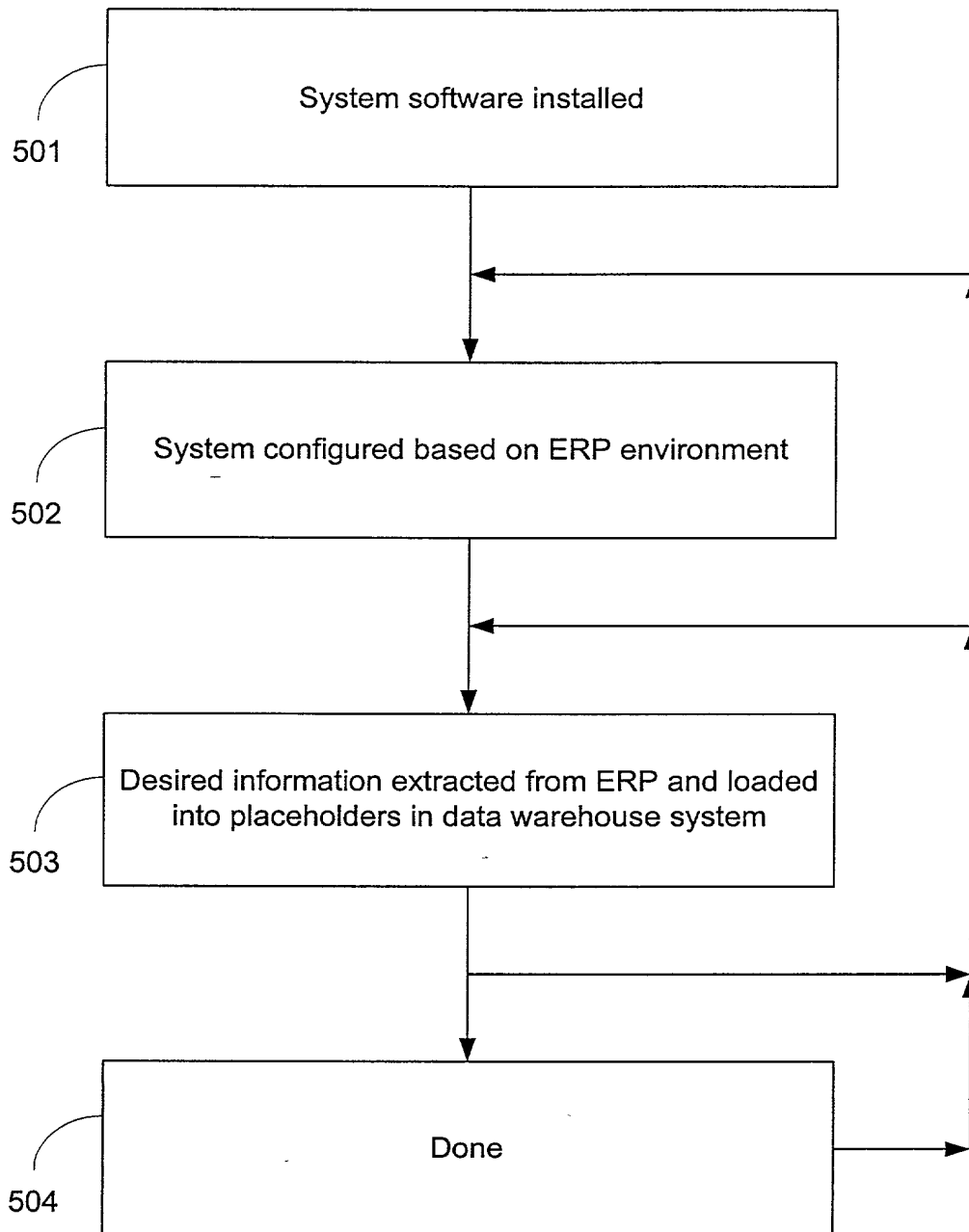


Figure 17

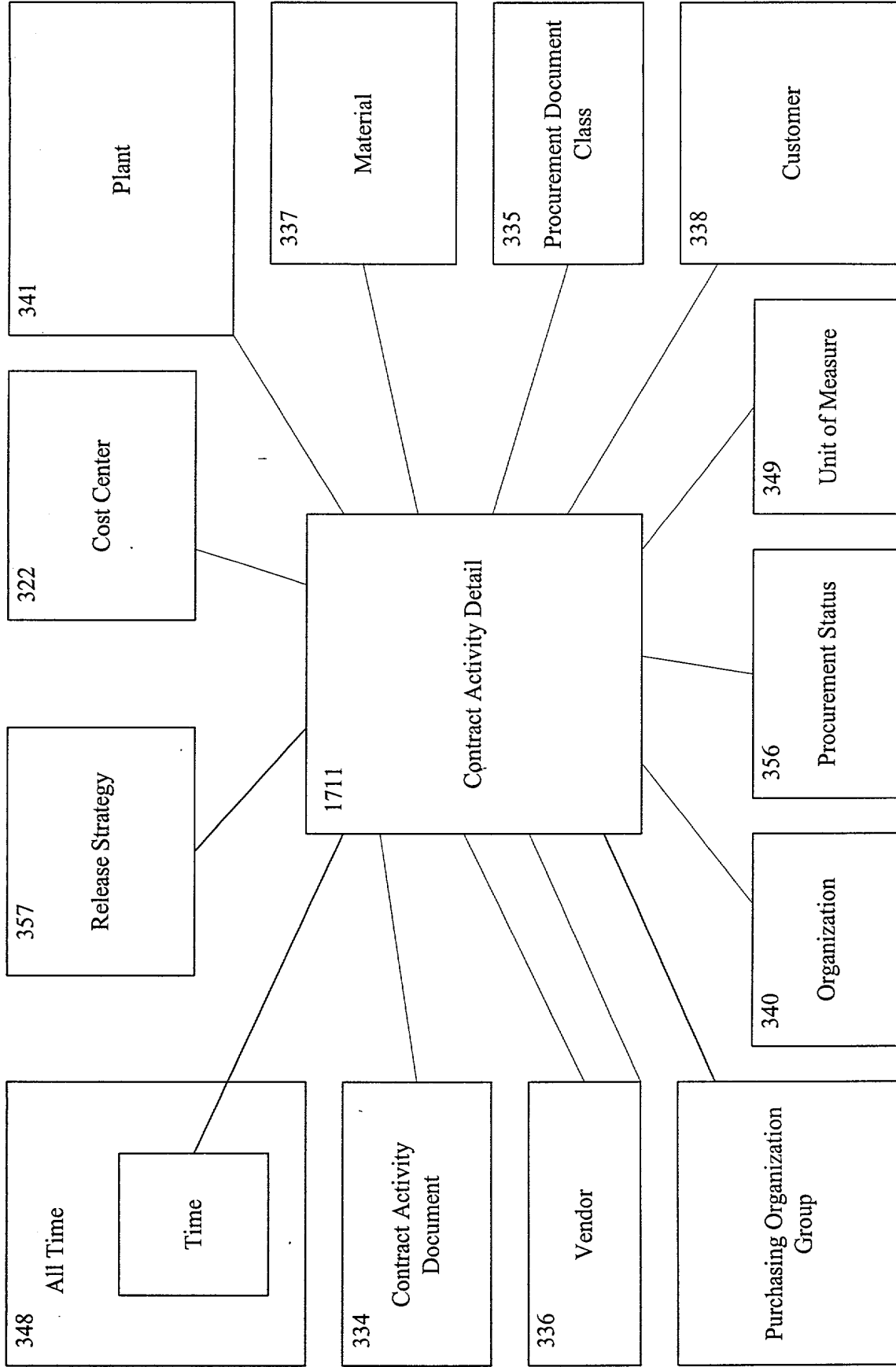


Figure 12E

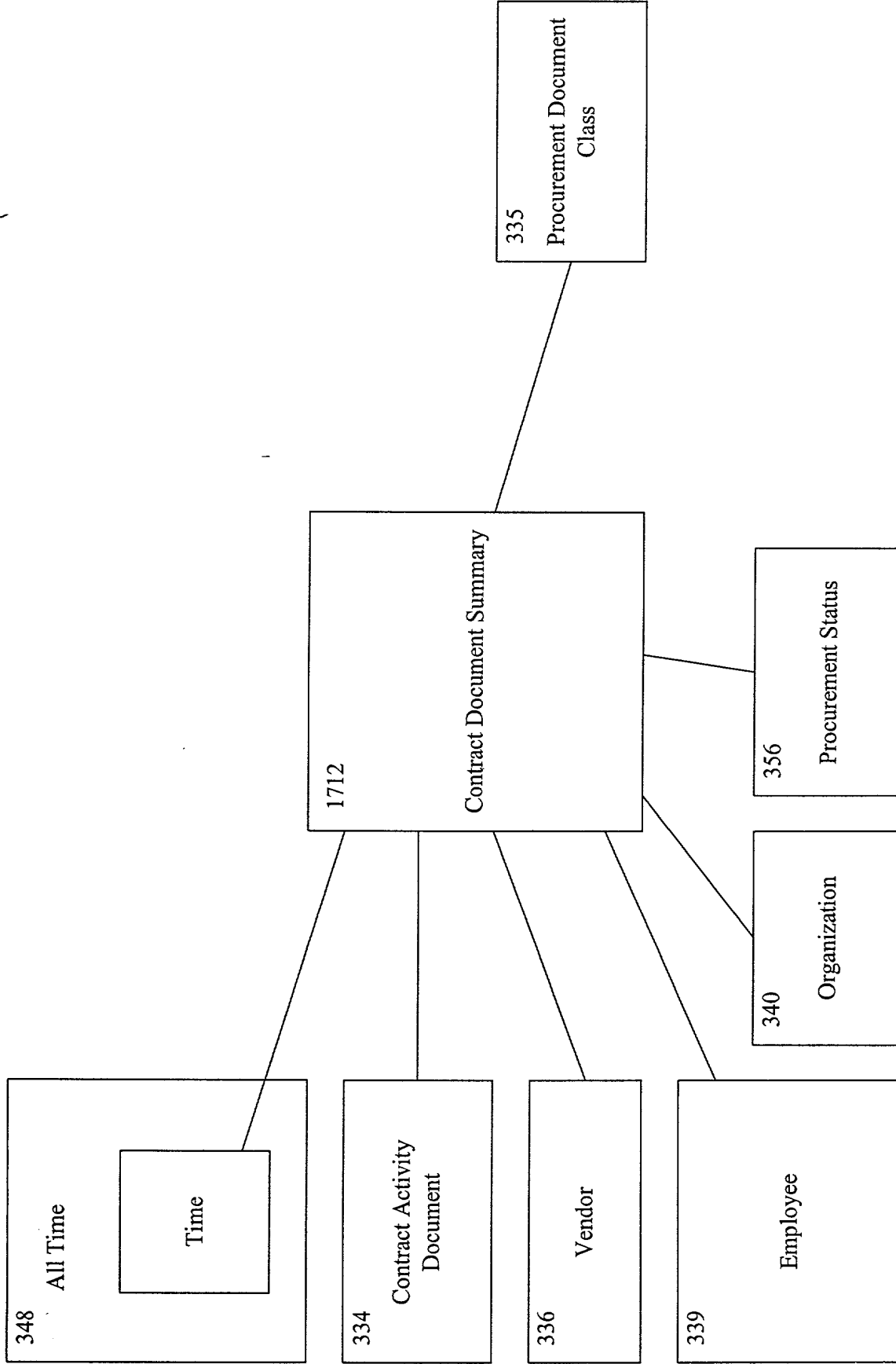


Figure 12F

135

Configuration Unit

303 Fiscal Pattern Settlor

304 Currency Settlor

305 User Defined Category Selector

306 Multiplier Settlor

307 Source Details Settlor

308 Environmental Settlor

Figure 18

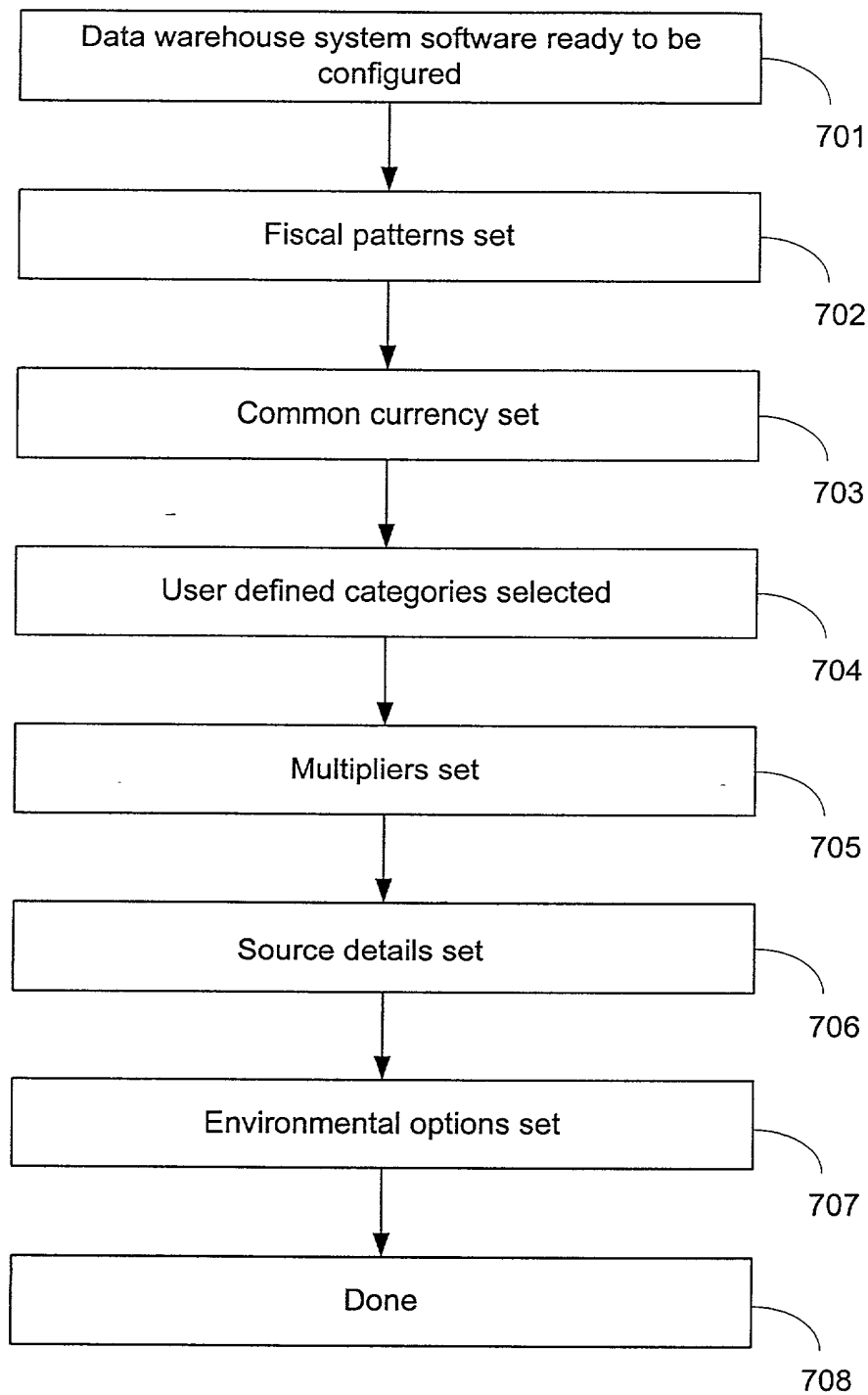


Figure 19

Figure 20

Figure 20

Job

Job Name:

ORGANIZATION

Extract From Date:

1999/01/01

Extract To Date:

2000/12/31

Hold Until Date:

/ /

Last Extract Date:

Job Class:

1

Maximum Load Size

0

Extract From Time:

00:00:00

Extract To Time:

00:00:00

Hold Until Time:

Last Extract Time:

Change Sequence

Job Name

ALL\_TIME  
SALES\_STATUS  
DOCUMENT\_ACTIVITY  
ORGANIZATION  
CUSTOMER  
EMPLOYEE  
MATERIAL  
SHIPPING\_POINT  
UNIT\_OF\_MEASURE  
SALES\_ORDERS  
BILLING

OK

Cancel

Figure 21

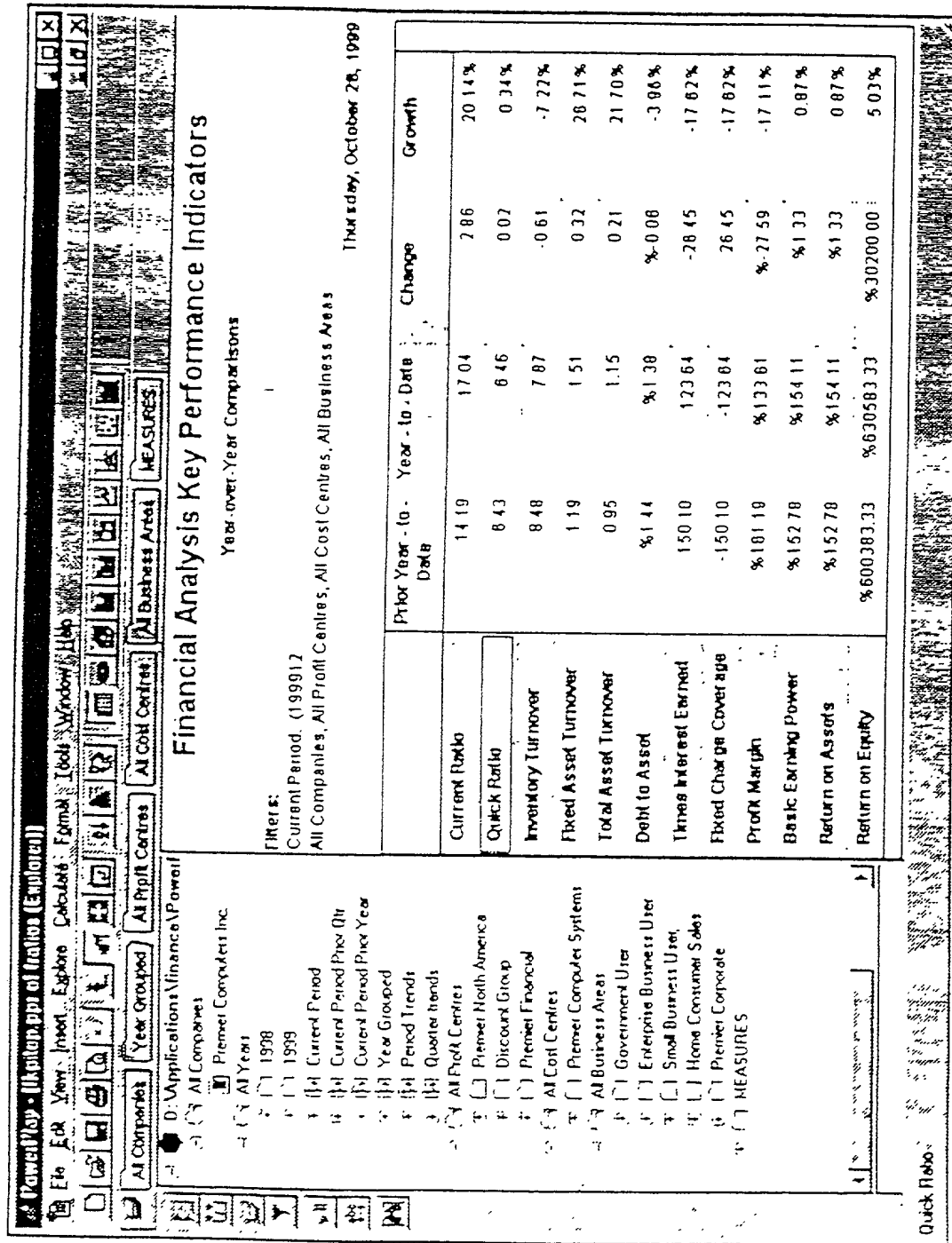


Figure 22



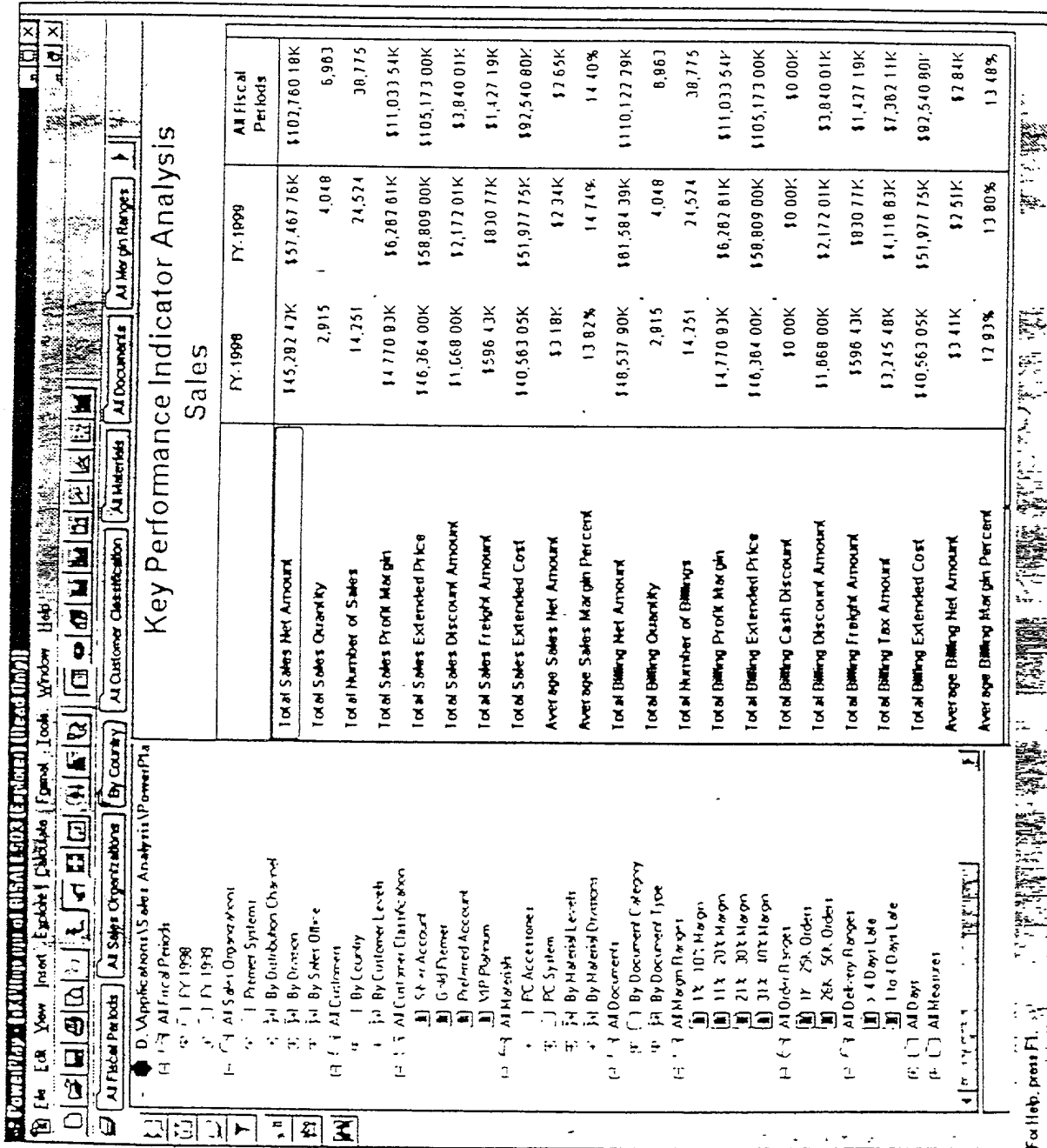


Figure 23

side through to Powerfly. Improperly, it is inserted.

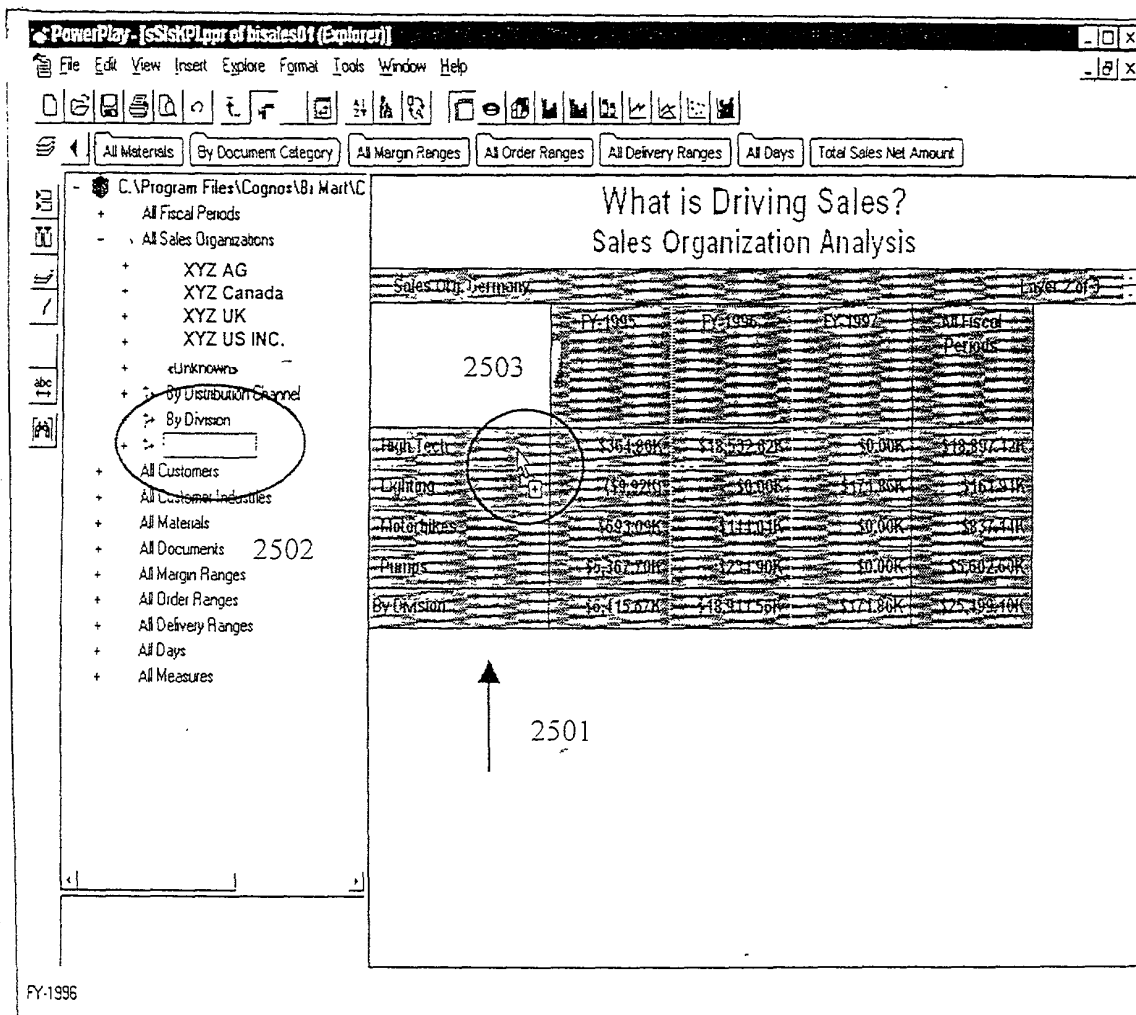


Figure 25

PowerPlay 4.0 (Cognos) [File Edit View Insert Explore Format Tools Window Help]

File Edit View Insert Explore Format Tools Window Help

☐ All Materials
 ☐ By Document Category
 ☐ All Margin Ranges
 ☐ All Order Ranges
 ☐ All Delivery Ranges
 ☐ All Days
 ☐ Total Sales Net Amount

C:\Program Files\Cognos\Bi Mart\NC

- All Fiscal Periods
- All Sales Organizations
  - XYZ AG
  - XYZ Canada
  - XYZ UK
  - XYZ US INC.
  - Unknowns
- By Distribution Channel
- By Division
- By Sales Office
- All Customers
- All Customer Industries
- All Documents
- All Margin Ranges
- All Order Ranges
- All Delivery Ranges
- All Days
- All Measures

2601

### What is Driving Sales?

### Sales Organization Analysis

Sales Org: Germany Layer 2 of 3

	FY-1995	FY-1996	FY-1997	All Fiscal Periods
Office North Germany	\$6,425.59K	\$13,767.00K	\$17,186K	\$25,359.47K
Office South Germany	\$9,920K	\$19,35K	\$0.00K	\$139.63K
By Sales Office	\$6,415.67K	\$13,911.56K	\$17,186K	\$25,499.10K

2602

2603

FY-1995

FY-1996

09987900 11501

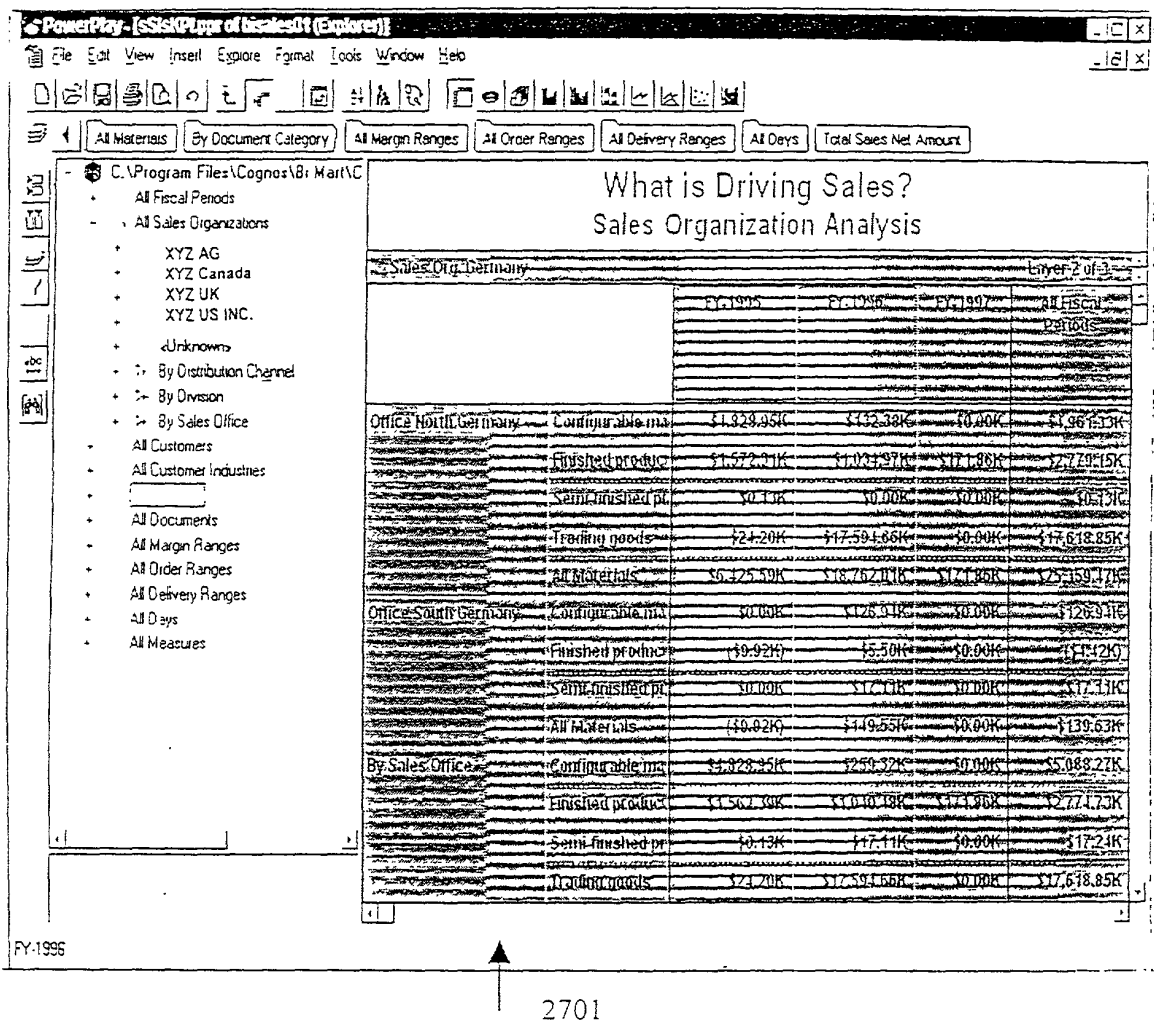


Figure 27